

# Starchroom

## GUIDEBOOK ISSUE

Your laundry can rise or fall on the performance of its routemen. This issue of the SLJ GUIDEBOOK tells you how 11 organizations train their routemen to sell laundry service.

Data on standards, engineering, and production are included, plus an up-to-the-minute buyers' guide with a classified directory, trade names, list of manufacturers, and a local buyers' guide.

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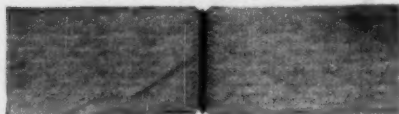
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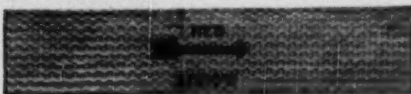


**FOLDING MACHINE RIBBONS** are made of tightly woven herringbone S/75 tape with cemented ends joined with #25 hooks.

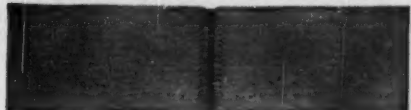
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**RED ARROW** Ribbons are spliced endless. The Double-Duck belting fabric (our S/80 Tape) is joined with a hand sewn splice that is the strongest part of the Ribbon. A Red Arrow shows the proper direction for rotation "with the splice," insuring longer life.



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**RETURN RIBBONS** are made of a more flexible tape (S/55) with cut ends shredded, turned back, stitched and then joined with #25 hooks.

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for better...safer...cleaner washing!

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**CLEANING COMPOUND**  
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Laundries consistently report cleaner, whiter clothes and reduced soap consumption when they use Dow Sodium Orthosilicate Cleaning Compound.

This material answers all the requirements of an efficient soap builder. It suspends insoluble soil and effectively prevents redeposition. It has a

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**CHEMICALS**  
 INDISPENSABLE TO INDUSTRY  
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**5** 42"x84"  
WASHERS  
Unloading Type

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WASHERS  
Standard Type

**9** 50"  
EXTRACTORS  
Unloading Type

THE Memphis Steam Laundry . . . the finest and largest south of the Mason-Dixon Line . . . have replaced their former equipment with the latest ELLIS Air-Controlled All-Metal Washers and Extractors . . . standard and unloading types.

This investment is already paying big dividends in man-hours saved, better quality work, and increased production, which is now running above 325,000 pounds a week on single shifts. The savings in maintenance and repairs alone are paying for the machines in a short time.

Since this installation was made, the demand for Memphis' Quality laundry work has been growing, and additional ELLIS units are now on order.

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YellowGo—a liquid dye reducing agent



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TarGo—a distinctive spotter

For the removal of those really tough stains, consider Wilson Products. That's what many smart laundrymen and dry cleaners are doing. Yes, you too can enjoy their superior performance.

Each Wilson product has been developed after years of research and continuous tests in the laundry and dry cleaning field. This explains their superiority, honest efficiency, dependability, and thoroughness.

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ColorGo—a powdered stripping agent



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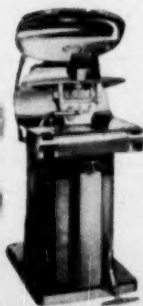
## PROSPERITY STANDARD 2-GIRL SHIRT UNIT



The standard of excellence in high production, quality shirt finishing. Delivers quality that insures your profits by maintaining customer satisfaction, and high price level.

Prosperity shirt-finishing presses have many exclusive refinements that have made them the preference of the experienced laundryman. From the beginning, you and your operators will be best satisfied with the famous Prosperity Standard Shirt Unit.

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After exhaustive tests of combination collar-cuff-yoke presses, the Prosperity Yoke-and-Shoulder Shaper proved the only way to assure superior quality and maximum production in shirt finishing. In balanced operation of properly finished shirts, the yoke press is a time-saver.

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Now offered are two new, automatic tools for shirt finishing in the larger laundries. The new Prosperity 2- and 3-Girl Davis Shirt Finishing Units employ the bosom, body, cuff, collar and yoke presses with the new Automatic Cabinet Sleeve Press and the new Automatic Shirt Folding Machine.

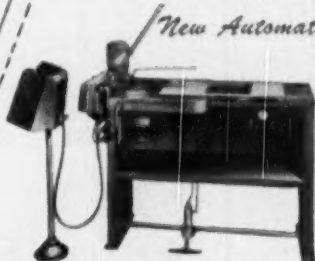
### New Automatic CABINET SLEEVE PRESS

Here again is leadership . . . faster finishing and no compromise with quality! Produces an overall bosom finish on sleeves . . . the finest sleeves . . . the fastest ever produced.



### New Automatic SHIRT FOLDING MACHINE

Keeps pace with Prosperity's accelerated shirt finishing units. Faster, finer folding eliminates the shirt folding bottleneck. Uniform folding is mechanically assured . . . and it's so easy to teach a new folder to operate this advanced design machine.



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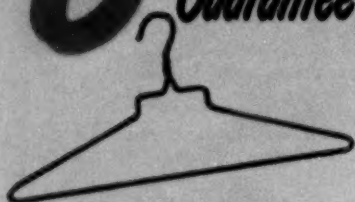
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the collar support that "stays put"



The stronger, specially designed square top wire hanger that anchors the garment in properly centered position, protects careful finishing, helps retain proper shape at all times.



Remarkable new collar support is quickly inserted inside the collar band to remain in positive, 4-way locked position. Unique design allows faster insertion and greater operator output.



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Protective cover for Ti-Rak, of fine quality, heavy white kraft with 3-color printing effect.



Locks securely in place over the hanger hook to hold belts or neckties firmly in place without pins.



A new invention in garment hanger shields that eliminates hanger covers and tissue paper wrappers and pins.

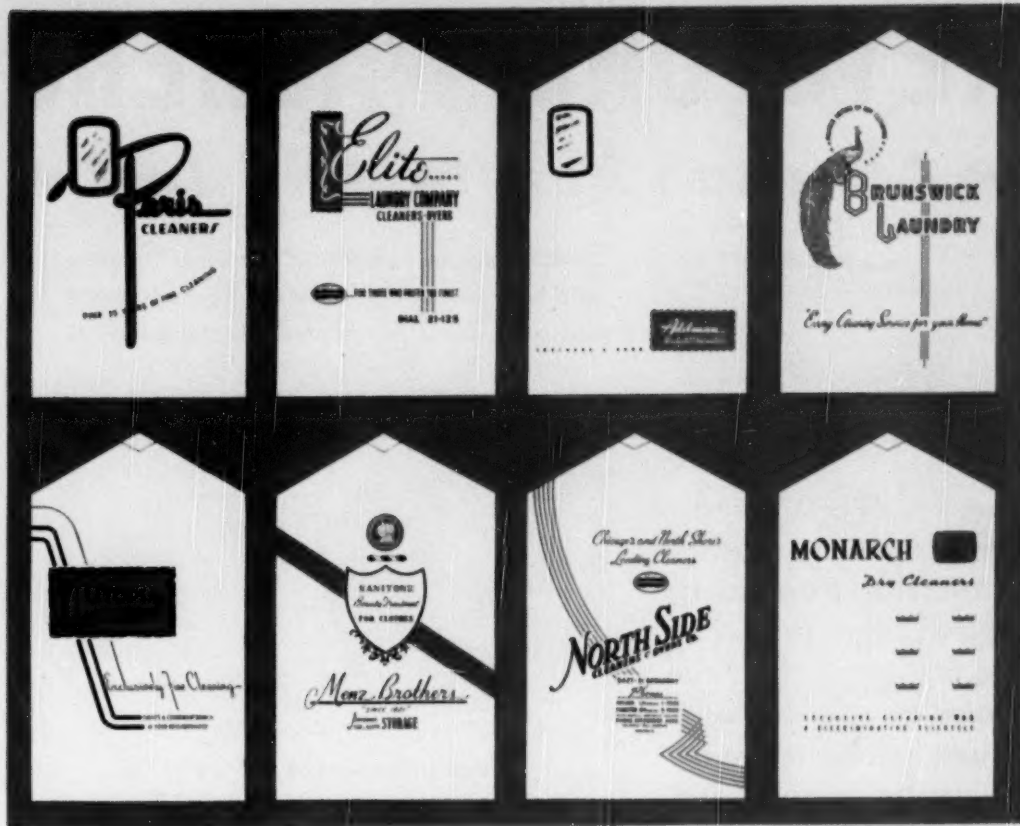


Full size in snow white, clay coated board; slotted ends fit all standard size wire hangers. For better trouser and drapery delivery.



Makes it easy to separate garments on racks, either alphabetically or numerically. Hang on racks just like garment hangers. Tough and durable.

*Teamed  
to serve  
you Better*



## Lincoln personalized garment bag designs sell extra services!



Illustrated above are just eight of the scores and scores of personalized garment bag designs that we have prepared for leading laundries and dry cleaning establishments from coast to coast. Their sales experience on allied services proves the selling value of an attractive design. Your experience can be similar.

### Lincoln Bag Company, Inc.

4200 WEST SCHUBERT AVENUE • CHICAGO 39, ILLINOIS

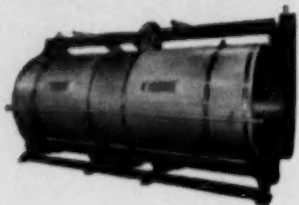
**LET US SUBMIT AN ORIGINAL  
DESIGN.....**

Send us your letterhead or other pertinent advertising material - tell us the story you want to get across - and we'll get up an original design for you without charge.

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# KEYSTONE WASHERS

→ *America's Best by ANY Test* ←



The "HI-SPEED" is an amazing new washer from the designing boards that produced the first successful Keystone gearless. Maximum efficiency with minimum supply and water costs. Easy to maintain, trouble-free service, tested and proved in toughest comparison with competitive models.

*Complete stock of used and rebuilt laundry and drycleaning equipment, cylinders and shells*

**New Improved "HI-SPEED" Gearless Laundry and Drycleaning Washer is the most advanced manual washer development in the industry.**

**Note these features:** ★ Fastest Washing time

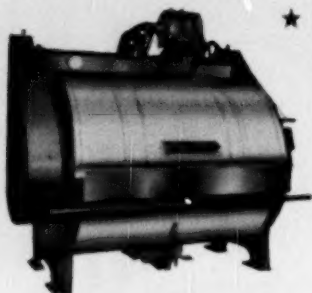
★ Capacities 50 to 850 lbs.

★ Built Specifically for Net Washing

★ Non-reversing or reversing duty

★ Hi Speed production, Lower Operating Costs

★ Lowest Water Consumption



Washer sizes from 36 x 30 to 60 x 126

Drycleaning Washers from 45 lbs. to 275 lbs. Capacity

## NEW IMPROVED KEYSTONE CENTRIFUGAL EXTRACTOR

Maximum safety and ease of operation, simple, sturdy construction, compact design, easily accessible — these are outstanding features for laundries and cleaning plants. Here's greater production, efficiency and economy—not a promise but a fact. Check this amazingly better extractor.



**TODAY — WRITE FOR FULL DETAILS**

# KEYSTONE

**Laundry Machinery Co.**

**413 N. Oswego St.  
Chicago 22, Ill.**





Here's the **LOGLIFE** double-your-money-back guarantee:

"Order today with the understanding that **LOGLIFE** Aprons (cloth finish) will give you a better finish and a lower cost per day of operation, or, we will refund double the difference between our invoice and the current price of the apron you are replacing."

We can make this guarantee because **LOGLIFE**, and Extra Heavy **LOGLIFE** Apron Ducks are made from cotton fibres measuring

over one and one sixteenth inches in length. Besides this longer, stronger one and one sixteenth inch cotton staple, **Tingue**, **Brown** wide Ducks have control lines, more ply and a higher breaking point.

These extras all add up to a 20% to 30% longer service than standard duck of comparative weight plus less *stretch* and *fabric impression*. **LOGLIFE** is the lowest cost per year Duck available today.

**MANUFACTURED AND DISTRIBUTED BY**

**TINGUE, BROWN & CO.**

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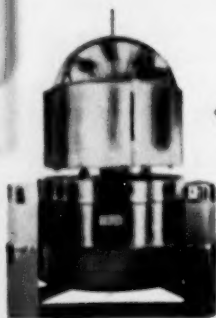
# Follow the Practical Path to Profits with

## TROY ELECTROMATIC *"Slide-Out"* WASHERS

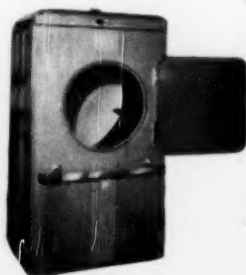


These streamlined stainless steel washers produce cleaner work in less time and with less labor. Except for the feeding of supplies, each washing operation is automatic. Available with open pocket cylinder or with famous TROY "Slide-Out" feature for easy unloading. Slide-Out cylinder stops with load on waist-high partition where a scoop of the arm slides clothes out. Washer sizes: 30" x 30", 30" x 48", 42" x 36", 42" x 54", 42" x 84", 42" x 96".

**TROY ELECTROMANUAL WASHERS**—Similar in construction, appearance and performance, but without automatic features, these washers are built in the same sizes as Troy Electromatics. Also available with labor-saving TROY "Slide-Out" feature.



◀ **TROY LAUNDRY EXTRACTORS**—Troy makes a complete line of laundry extractors in all popular sizes. Bottom unloading Troy 54" Olympic (illustrated) completely eliminates manual unloading. Patented "center-slung" suspension gives smooth operation even with out-of-balance loads. Olympic sizes: 50" and 54". Troy 40" and 48" Atlas Extractors also have "center-slung" suspension. Troy Super-Mercury is only 48" extractor built which operates at amazing speed of 1000 revolutions per minute without shaking the curb. Troy 20" and 30" Minute Man Extractors are ideal for handling small loads. Stainless steel basket, automatic brake and timer and "V" belt motor drive standard for all models. Safety cover standard on Troy Minute Man, Atlas and Super-Mercury Extractors.



## TROY ROCKET PRESSES ▶

Designed for fast, continuous production. Available in a wide variety of models for handling shirts, uniforms, pajamas, general apparel, duck coats and other garments. Foot operated Minute Man Presses also available.



## TROY OPEN END DRYING TUMBLER ▲

Increased capacity and faster drying are features of modern, compact Troy Open End Tumblers. They have adjustable heat control and are equipped with a light which signals operator when load is dry. Size: 36" x 30".

# TROY'S *Complete Line*



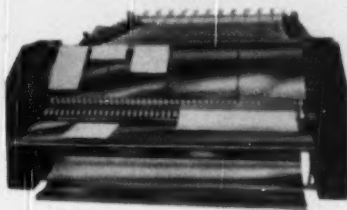
## TROY FLEXIMATIC FOLDER

Automatically measures and folds linens from 20" to 120" wide and 24" to 108" long. Individually motor driven and can be used with any standard flatwork ironer without alterations to the ironer.

**TROY FOLD-FAST FOLDER** — Completely eliminates hand folding. Automatically folds, stacks and counts small pieces direct from any standard flatwork ironer. Folders can be installed

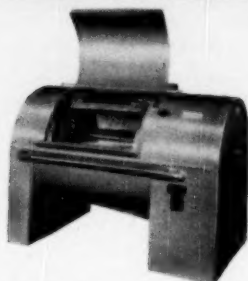
## TROY FLATWORK IRONERS

These "V" belt motor driven ironers are economical to maintain and have exceptionally large capacities for the floor space occupied. Ironer sizes: 2-roll, 4-roll, 6-roll, 8-roll.



in groups of 2, 3, 4 or 5 or as single units. Standard model handles linens up to 18" x 36". De Luxe model takes work up to 24" x 36".

## FOR GREATER DRYCLEANING PROFITS... *Modern* TROY DRYCLEANING EQUIPMENT



## TROY ELECTROCLENE WASHERS

These modern, streamlined washers have all operating and driving mechanism fully enclosed, yet readily accessible. Only two points on the washer and three on the motor require lubrication. Sizes: 30" x 30", 30" x 48", 36" x 36", 36" x 48", 36" x 54", 36" x 64".



## TROY ATLAS EXTRACTORS

Patented Troy "center-slung" suspension permits larger out-of-balance loads, safer operation and fewer stops for re-distributing the load. Sizes: 40" and 48".

## TROY-OLSON SUPER-FLOW FILTERS —

Tubular type, continuous reclamation unit removes solid and suspended impurities from petroleum solvent. 7 sizes, with capacities from 1,000 through 10,000 gallons per hour.

## TROY-OLSON SUPER-FLOW STILLS —

Continuous distillation unit removes soluble oils, fatty acids, soaps and greases from petroleum solvent. 8 sizes, with capacities from 50 through 1,000 gallons per hour.

## TROY-MERCURY DRYCLEANING UNITS

— For use with 140° F. petroleum solvent. Unit fully enclosed, eliminating fumes and odors. Occupies less than 5 x 10 ft. of floor space.

## TROY-VIC DRYCLEANING UNITS —

For use with perchlorethylene synthetic solvent. Fully automatic and semi-automatic models available.

## TROY-LOYAL TAILOR PRESSES —

Manually operated presses for finishing suits, wool dresses, and other tailor type work. Wide range of sizes.

## TROY-HUEBSCH DRYING TUMBLERS —

Quick and easy to load and unload. Unusually fast, thorough drying and deodorizing. Sizes: 36" x 18", 36" x 24", 36" x 30", 42" x 42".

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## TROY LAUNDRY MACHINERY

Division of American Machine and Metal Co., Inc.

EAST MOLINE, ILLINOIS

World's Oldest Builders of Power Laundry Equipment  
(Since 1888)



## SEE HOW AUTOMATIC RUG CLEANING CAN INCREASE YOUR PROFITS

As you have considered ways and means to increase the profits from your business, have you ever thought of adding a rug cleaning service? It may well be a "natural." You have established routes, pick-up and delivery facilities, and customer good will. Of course, it involves investment in additional equipment, but that can be highly profitable.

Where the market potential is large—an investment in the Proctor completely automatic rug shampooing and drying system can be extremely profitable. In commercial operation this system is continuously and automatically cleansing and drying rugs at the rate of thirty to forty 9' x 12' carpets per hour, depending upon the type and weight. Rugs smaller and larger can be handled with equal facility. As a matter of fact, the machine will handle widths up to 18', and since all operations are continuous, there is no limit to the length of rug which may be handled. This, of course, opens up great possibilities for doing institution work.

A trip to Booth 461 on the second floor of Mechanics Hall in Boston at the time of your convention will enable you to learn how this system may be applied to your business. You will see a 12-minute sound, color motion picture of the system in actual operation. At the same time you can see facts and figures which Proctor engineers have worked up based on actual operation studies, which show how this system can be a highly profitable investment. We'll be expecting you.



Over-all view—head end of the Proctor automatic system.



Rotary brushes move back and forth across surface of rug for pile washing.

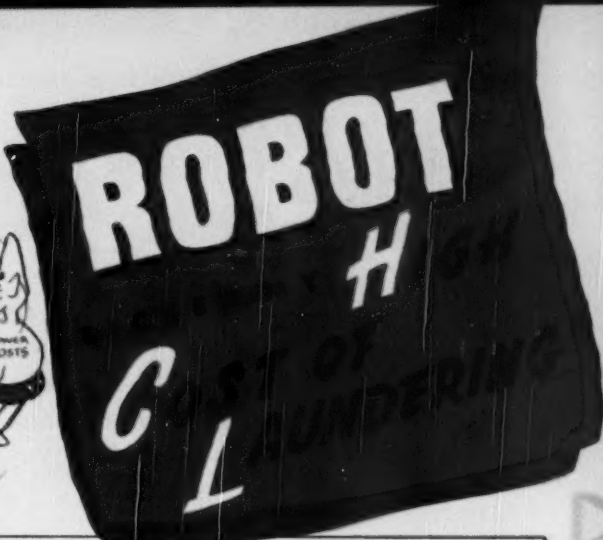


A few minutes after being fed to scouring range, dried rugs leave the dryer—finished.

**PROCTOR & SCHWARTZ INC • PHILADELPHIA 20 • PA •**

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**ROBOT CUTS LABOR COSTS**

Any one who can press a button can operate the ROBOT. This eliminates skilled labor. No previous experience or special instruction required.

**ROBOT PRODUCES**

**"Most-poundage-per-wash"** ROBOT is larger, wheel size 44" in diameter. This, plus ROBOT'S Completely Automatic features, give you more poundage per wash in less space.

**AUTOMATIC PRE-MIXING TANK**

**ROBOT SAVES**  
**SUPPLIES UP TO 66%** . . . Uses "just right amounts" . . . Dumps only right supply at exactly the right time. Can't make a mistake — forget — or overlook an ingredient.

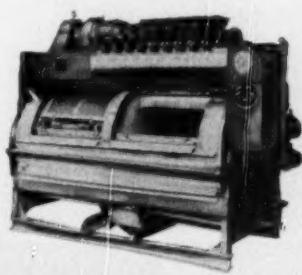
**ROBOT** is designed for a long life. Independently built frame . . . extremely rigid shell . . . reinforced washing cylinder . . . oversize-self aligning roller bearings are just a few of the many features that mean low maintenance cost . . .  
**... MORE PROFITS.**

**ROBOT INCREASES PRODUCTION**

**3 TO 6 EXTRA LOADS PER DAY**  
 ROBOT frees your help for other duties. ROBOT saves 41 out of 50 manual operations. ROBOT increases production automatically.

**ROBOT LOWERS CUSTOMER TURNOVER**

Shorter washing periods; less manual operations; correct temperatures and formulas; less friction, wear and tear — means more customer satisfaction.



**GET ALL THE FACTS . . .**  
 Send for booklet. Address Department 55

**ROBOT**

**ROBOT INCREASES YOUR PROFITS — BY CUTTING COSTS!**

**LAUNDRY MACHINERY SALES**  
**CHAMBERSBURG . PENNSYLVANIA**



**DIVISION OF THE WOLF COMPANY**



# PUSH COLOR PULL

**When laundries report 15% to 40% gains during colorwork campaigns, it's obvious that a colorful sales approach pays off! Colorwork is the best and easiest way to convince customers that your laundry does safe washing.**

Here are 12 methods to push colorwork—used successfully by many laundries using the Kohnstamm Color Work Process

1. Show your customers colorwork samples.
2. Place inserts in your bundles.
3. Hold contest among route men for color volume.
4. Hold contest for new customers.
5. Make free washing offer (dress) to customers.
6. Offer special-of-the-week prices on colorwork.
7. Offer two-for-one price on certain color items.
8. Emphasize your color guarantee.
9. Push colorwork on your billboards and truck posters.
10. Promote colorwork in newspaper ads and radio spots.
11. Offer incentives to customers for recommendations.
12. Solicit new work by telephone.

Your Kohnstamm representative will be happy to help you work out a quality colored work program. You'll get positive, sales-getting results once you start using America's top colorwork team, COLORFIXE and COLORSUDS. You can try both at our expense—if you don't agree they're sales-builders, return them and pay nothing.

**H. Kohnstamm & Co., Inc.**

ESTABLISHED 1851



FOREMOST MANUFACTURER AND DISTRIBUTOR

OF QUALITY LAUNDRY AND CLEANING SUPPLIES

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# WORK and IN PROFITS!



Try Colorsuds and Colorfixe—  
and turn your colorwork from red to black!

Check your liabilities against the Kohnstamm credits  
below—then see if you can afford to miss up on this opportunity!

## LIABILITIES

FEAR OF FADING  
FEAR OF COLOR DAMAGE  
FEAR OF FABRIC DAMAGE  
FEAR OF HIGH COST  
FEAR OF CONTACT STAINS  
FEAR OF COLOR BLEEDING  
FEAR OF DULL WHITE BACKGROUNDS  
FEAR OF HARSH FINISH  
FEAR OF ODOR  
FEAR OF INCOMPLETE WASHING

## CREDITS

COLORFIXE BRIGHTENS COLORS  
COLORFIXE IS SAFE ON ALL COLORS  
COLORSUDS IS GENTLE ON ALL FABRICS  
PENNY FOR PENNY, MOST ECONOMICAL  
COLORFIXE PREVENTS CONTACT STAINS  
COLORFIXE CHECKS BLEEDING  
COLORFIXE WHITENS BACKGROUNDS  
COLORFIXE IMPARTS SOFT FINISH  
COLORFIXE DEODORIZES  
COLORSUDS CLEANS BEAUTIFULLY, RINSES  
EASILY, LEAVES CLOTHES BRIGHTER!

**MAIL THE COUPON BELOW**  
—so you, too, can start pulling in  
those big extra profits!

H. Kohnstamm & Co., Inc., 89 Park Place, New York 7, N. Y.—11-13 East Illinois Street, Chicago 11, Ill.  
OK! I'll try a drum of..... **COLORSUDS**..... **COLORFIXE** on the guarantee that they're the best  
I've ever used...or my money back. Ship my order right away!

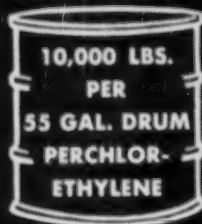
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City..... Zone..... State.....

**PRICE**

A completely packaged unit ready to go to work. Price includes big 36 x 30" recovery tumbler, tank, still, washer-extractor, plus dual built-in ventilating system. Price also includes factory planned installation, 6-month service guarantee including scheduled inspections by factory trained representative, plus 1 year guarantee against defective parts and workmanship. It's today's greatest value.

**CAPACITY**

Double drum design doubles capacity. Washer-extractor drum holds a 35 lb. load, and since the recovery tumbler with equal capacity is operated simultaneously, the total capacity is doubled. Operating on 20 minute cycles results in 105 lbs. of highest quality cleaning per hour. Time cycles can be easily varied to meet load conditions.

**ECONOMY**

The Manitowoc is extremely economical to own and operate. It is exceptionally efficient in respect to solvent recovery because of its unique design and effective sealing throughout. Repeated tests in actual operation show 10,000 lbs. of cleaning per 55 gallon drum of Perchloroethylene, less than 1¢ per pound of clothes, cleaned to the highest standards.

**SEE IT ON DISPLAY**

Booth 227 — A.I.L. Oct. 7-9, Boston, Mass.

**Mani**



MANUFACTURING DIVISION OF  
MANITOWOC SHIPBUILDING CO.  
512 - 14th Street  
Manitowoc, Wisconsin



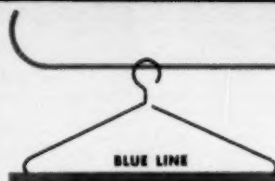
# ShirTainer - NEW EFFICIENCY FOR THE SHIRT FINISHING DEPARTMENT



## FOUR-WAY PROTECTION WITH ONE COMPOSITE UNIT

- 1 PROTECTS THE COLLAR**—better than any COLLAR SUPPORT... Collar protector built right in. Positions itself automatically. Completely covers front of collar to prevent crushing in bundle or drawer.
- 2 PROTECTS THE SHIRT BODY**—better than any SHIRT BOARD... Extends full width of folded shirt and up under shoulders. Can't shift or slip. Being on outside, it protects against soiling on sorting table and in drawer.
- 3 PROTECTS THE SHIRT FRONT**—better than any SHIRT BAND... Wide band of rigid board keeps shirt straight and flat. Won't tear, come off, or pull at sides of shirt causing lateral wrinkles. Ample space for your ad.
- 4 PROTECTS THE ENTIRE SHAPE**—better than any SHIRT SHELL... ShirTainer for each shirt means no crushing in delivery truck. Protection lasts until customer is ready to wear shirt.

THE WELL DRESSED GARMENT WEARS BLUE LINE NECESSITIES



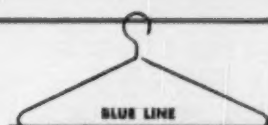
### TROUSER GUARDS

Can't slip  
No crease  
Full 1½ or 2" wide  
Plain or Serrated  
Engineered for Service  
Fits all hangers



### JEFFY SKIRT CLIPS

SLIP-PROOF  
RUST-PROOF  
Cannot snag  
Neat Blue Color  
Designed for Service  
Speedy and Economical



### T-SLOT TIE HANGERS

Holds 1 to 12 ties  
No pins  
Flips In—Flips out  
Cannot shake off  
Built for Service  
Ideal customer tie-rack

#### THE SHIRTAINER IS CURRENTLY AVAILABLE IN THESE STATES:

Ohio	Missouri	South Dakota	Pennsylvania
Indiana	Iowa	Illinois	West Virginia
Kentucky	Nebraska	Michigan	Tennessee

Exclusive ShirTainer Distributorships  
available in limited areas

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#### LOROCO INDUSTRIES, INC.

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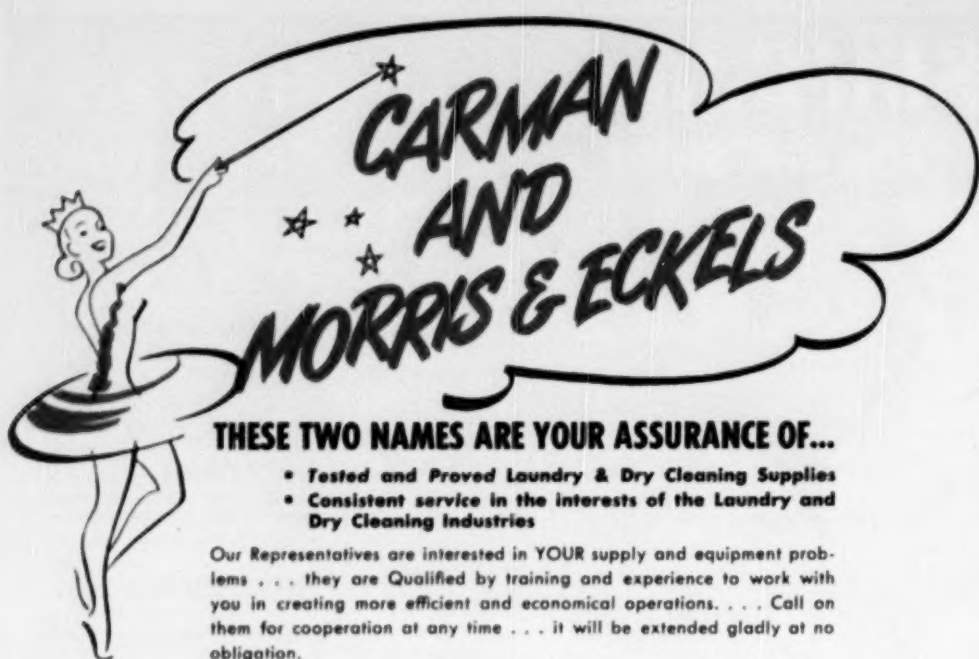
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SKIRT CLIPS ☐ TIE HANGER ☐

NAME.....

COMPANY.....

ADDRESS.....

CITY.....ZONE.....STATE.....



# CARMAN AND MORRIS & ECKELS

**THESE TWO NAMES ARE YOUR ASSURANCE OF...**

- Tested and Proved Laundry & Dry Cleaning Supplies
- Consistent service in the interests of the Laundry and Dry Cleaning Industries

Our Representatives are interested in YOUR supply and equipment problems . . . they are Qualified by training and experience to work with you in creating more efficient and economical operations. . . Call on them for cooperation at any time . . . it will be extended gladly at no obligation.

## LAUNDRY SUPPLIES

## ANTISEPTIC—The Safe and Certain Laundry Bactericide

**ALKALIS**—Fernal; Metan; Metan 99; Cowles Detergent; Prosperity Blue Label and Red Label Soda; Soda Ash; Caustic Soda.  
**APRONS FOR IRONERS**—Carman's Prosperity Apron Ducks in customary widths and weights—look for the purple stripe.  
**BLEACH**—Sodium Hypochlorite; Perchloran; Penoxan; Chloride of Lime.  
**BLUES**—Carman's Prosperity Blues—complete line; Erusto Blues; Escamo Blues.  
**COVER CLOTH AND DUCK**—Carman's Prosperity Line; Oriole Coverings (medium weight); Prosperity Cover Duck (heavy weight); in widths to fit any iron—look for the purple stripe.  
**FLANNELS**—Carco Felts—34" x 77"; Carvol Nylon Blanket Felts; Ready-made press Rannels.  
**HAMPERS**—the famous "Luna" and "Maesa" lines—all styles and sizes, with or without covers.

**NETS**—Cotton Cambrays; Nylon Nets. All sizes and colors.  
**PADDING**—8-oz Edge Knitted Cotton Padding; Basilio Steel Wool Pads for Presses. Cut and Bound Press Pads.  
**PRESS COVERS**—"Tailor-Made" Cotton and Nylon Covers.  
**SOAPS**—Procter and Gamble's complete line; Ivory Powder and Flakes; Amber Powder and Flakes; Saratoga; Brox; Orvus Paste; Oxeate and Cold Water Oxeate; Calico.  
**SOURS**—Carco Sours; Carcarite, Extra, Special, Carcaride, Carco DC; Erusto Sours, Special and Regular; Erusticide. A complete line of "safe-to-fabric" sours.  
**STAIN REMOVERS**—Carman's Carco Line; Oil-Go, Yellow Spot-Off, Clear-O; Colad; Davies-Young; Erusto; Street; Wilson.  
**STARCH**—Keefer's; Sainette and Wheat-a-Lam; Huxon's Velvet Rainbow and Wheatos. Other brands for special purposes.

## DRY CLEANING SUPPLIES

**BRUSHES**—Tag Line Spotting; Scrub; Velvet; Cording and Nap-ping; Others.  
**BUTTONS**—Tailor's Plain and Matted—Suit, Vest, Overcoat, Pants and Shirt.  
**CHEMICALS**—A complete line of high quality products for every purpose.  
**DYES**—American Aniline—Union; Columbian; Neutral; Direct; Acid.  
**FILTER AIDS**—DC Filteral; Wylo Supercel; Chlor-a-Cel; Darco; Placrite.  
**GARMENT BAGS**—Plain or Printed; Moth-Seal & Sanites Storage; Mohl Collaphone and Plastic Bags.  
**HANGERS**—Carco Wire; Waldorf Hung-Rite; Neverslip Tie Hangers and Bags.

**PAPER SPECIALTIES**—Trouser Guards; Tissue; Hanger Shields and Protectors.  
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**SOLVENT**—Daw Synthetic—Dawcane; Perchlorethylene; Carbon Tet.

## RUG CLEANING SUPPLIES

**CARCOSUDS RUG & UPHOLSTERY SHAMPOO**  
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**DETERGENTS**  
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**SIZINGS—RUG SEALER**  
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## MECHANICAL SPECIALTIES

**BINKS SPRAYING EQUIPMENT**  
**BISHOP LAUNDRY & CLEANING EQUIPMENT**  
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**U. S. HOFFMAN PUFFERS & FINISHERS**  
**WHIRLWIND ELECTRIC FANS**

## THE MORRIS &amp; ECKELS CO.

Executive Office

A Wholly Owned  
Subsidiary**CARMAN & CO., INC.**

70 Summit St., Brooklyn 31, N.Y.

WE MEET EVERY REQUIREMENT FOR LAUNDRY, RUG CLEANING, AND DRY CLEANING EQUIPMENT AND SUPPLIES WITH PRODUCTS DEVELOPED BY OURSELVES OR WITH PROVED LEADERS PRODUCED BY FOREMOST MANUFACTURERS.

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 ROCK ISLAND · ST LOUIS · SAN ANTONIO · TAMPA · TULSA · WASHINGTON · WICHITA

# "EXACTO CONTROL TICKETS"

## A BOON

### IN OUR Specialty Department"

*Says...*

**HARRY SZEKLUSKI**  
OF CHICAGO'S 3-STAR LAUNDRY



**THREE STAR**  
*Laundry Co.*  
SERVING A MOST DISCRIMINATING  
CLIENTELE

ALBANY  
7002

4407 WEST DIVISION STREET  
CHICAGO, ILLINOIS  
July 28, 1950

Perfection Products  
301 South Boulevard  
Oak Park, Illinois

Gentlemen:

We are extremely pleased to advise you that we find your Exacto Laundry Marking Tags a valuable asset in our operation.

We find that their extreme flexibility gives us excellent control at all times. Since we started using your tickets we have eliminated all possible chances of error. They also have helped to simplify the flow and handling of chenille spreads, blankets, tablecloths and fancy napkins. We use them in wet cleaning for our drycleaning department.

We thought you would like to know these facts so that you can pass on this information to others within the industry that might be interested in knowing of our experience with this type of ticket.

Sincerely yours,  
Three Star Laundry & Cleaners

*Harry Szeklusi*

★  
**YOU ARE  
INVITED  
TO VISIT  
OUR  
BOOTHS  
424-425  
at the  
A.I.L. SHOW  
in BOSTON  
OCT. 7-8-9**



### \*EXTREMELY FLEXIBLE!

These are Mr. Szeklusi's exact words. He couldn't have singled out a better feature for praise than this one in these scientifically designed "laundry-know-how" AUTOMATIC-COUNT double check EXACTO tickets.

### \*SIMPLIFIES FLOW!

Again we quote Mr. Szeklusi: "In our plant, they have . . . simplified handling of chenille spreads, blankets, table cloths and fancy napkins."

### \*ELIMINATES ALL POSSIBILITY OF ERROR!

Once more, Mr. Szeklusi speaking: "Since we started using the Exacto tickets, we eliminated all possible chance of error."

### \*THE PERFECT ANSWER IN SPECIALTY DEPTS!

If you have a problem concerning a variety of operations in your plant, let our engineer-experts—thoroughly familiar with laundry procedure—demonstrate how these scientifically designed "automatic-count" DOUBLE CHECK EXACTO Control Tickets can be put to work for you!



PERFECTION PRODUCTS  
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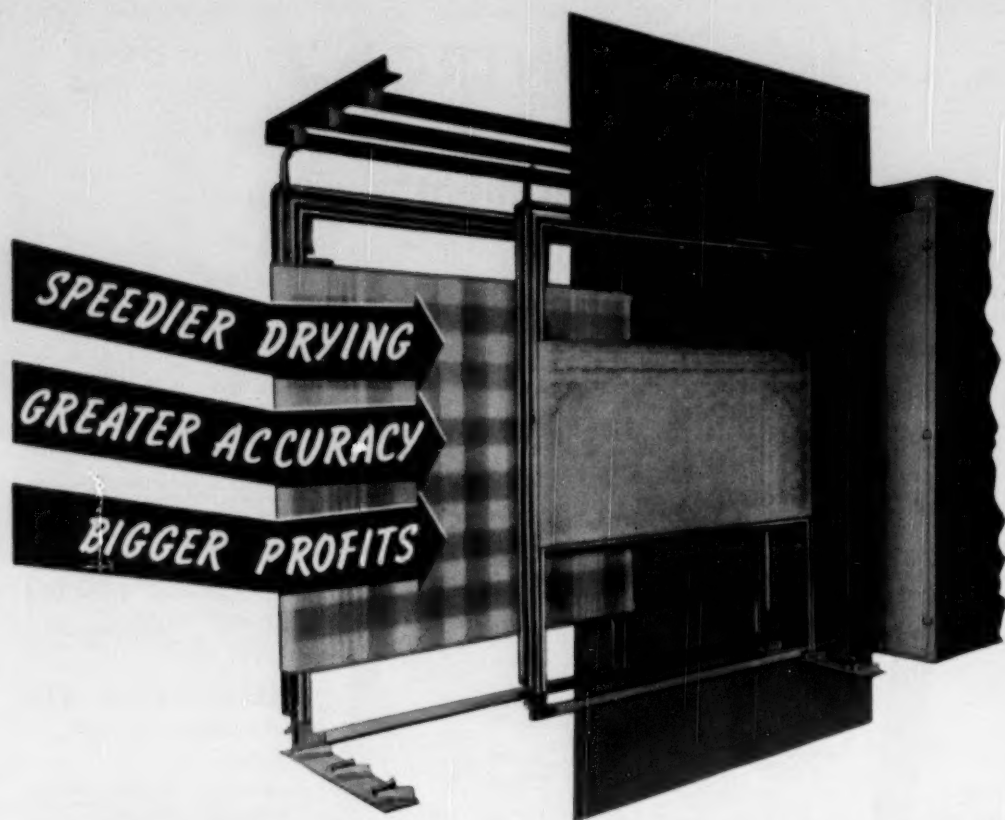
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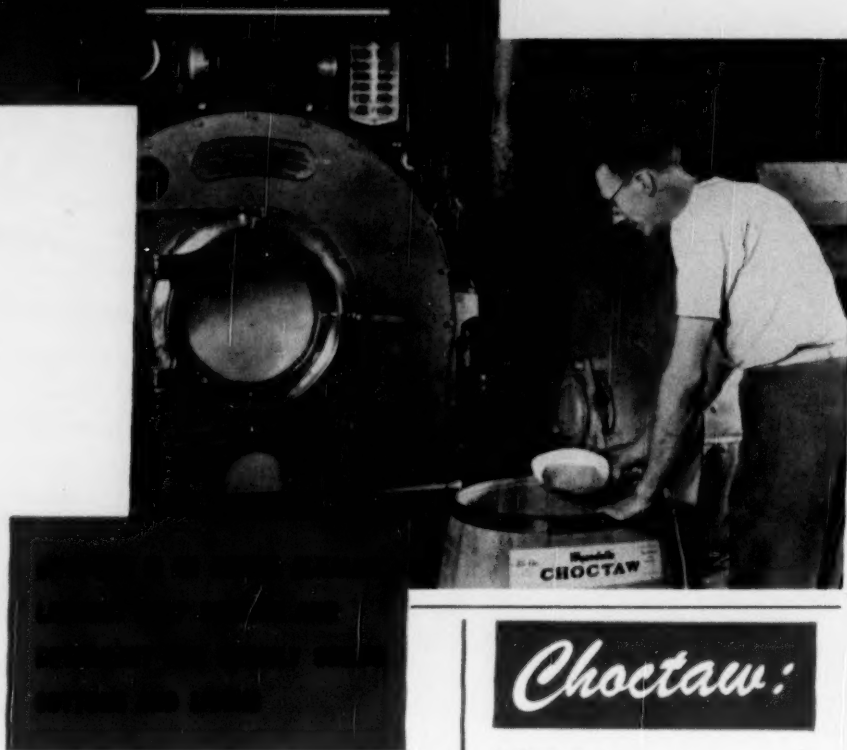
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**JANUARY, 1951**

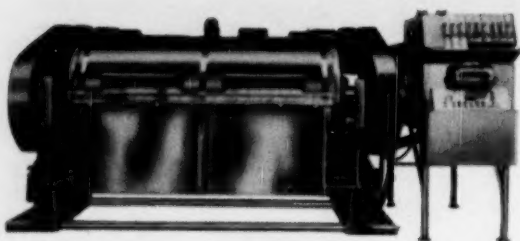
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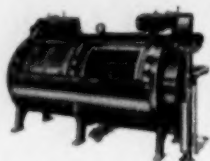
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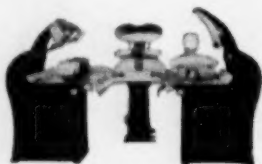
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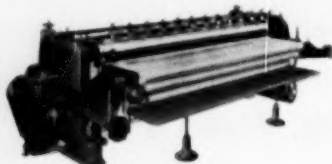
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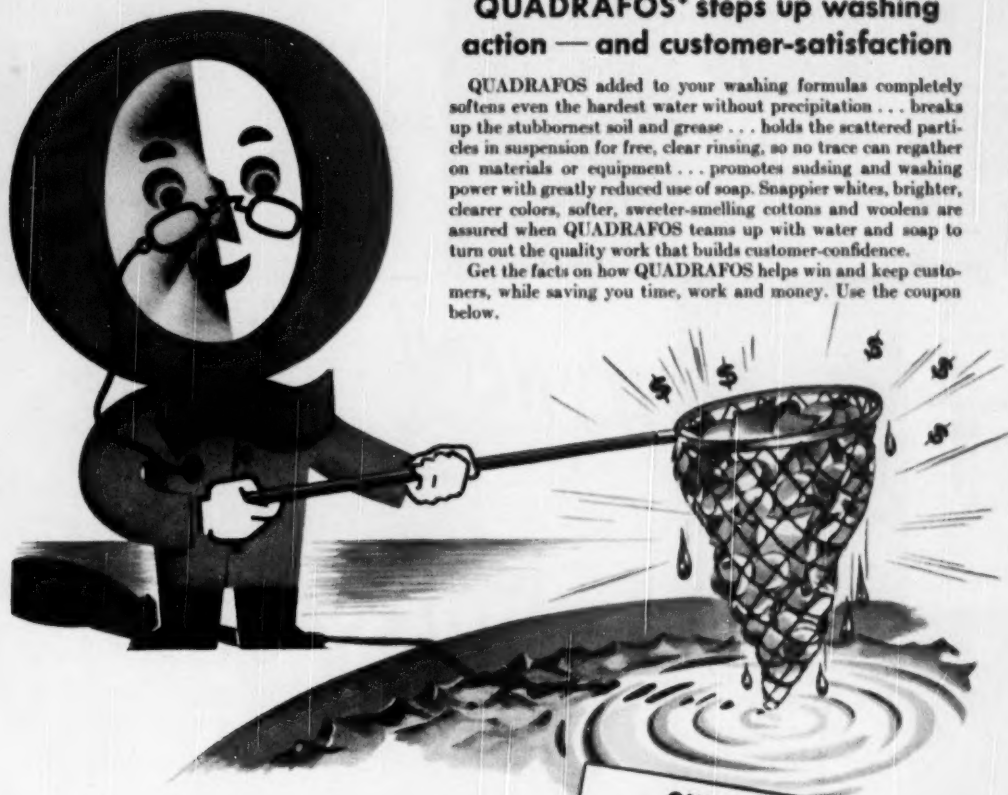
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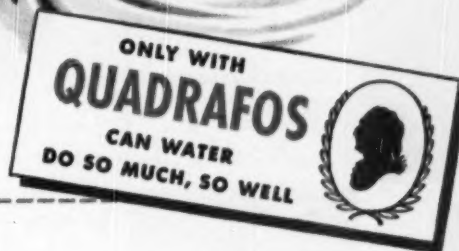
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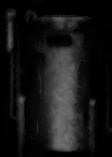
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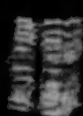
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# Introduction:

**O**N the following pages are presented some of the routemen training methods being used by the laundry industry. They have been prepared so that others in the industry may see what is being done and may compare these efforts with their own. These reports do not describe the only training procedures that should be used or, necessarily, the best, but are based on actual programs rather than theoretical ideas. If there was one thing that these sources of information had in common, it was their insistence that others are doing as much or more.

The subject of routeman training was selected for this GUIDEBOOK because it is the effectiveness of the selling effort of your routemen that will keep this industry growing and progressing. This does not mean that route selling is the only sales promotion that matters, but it is still true that regardless of the amount of sales promotion or advertising being used individually or collectively by our industry, the most potent sales tool is the routeman. No one has found a better or cheaper way to bring about a favorable decision by the prospect than by a face-to-face conference between that prospect and a well informed and adequately trained routeman.

The use of the words "program" or "plan" in connection with these accounts may cause some readers to unconsciously resist the basic ideas of training. There is no reason why a laundryowner should shrink from a good idea or a series of ideas just because it is labeled a "program." All plants have routemen training programs. Some are better than others because they get better results; some are more formalized than others because of the type of material used in the program. Good or bad, recognized or ignored, every plant has a method of training its routemen.

The training method in use may simply be to turn a new man over to one of the other routemen, and let him learn by observation. What he observes may only be the best place to get a cup of coffee or where to leave the truck when he goes to a movie. For the routeman that has been on the job for some time, his training may be nothing but the neglect and apparent indifference of his employer, so he develops a disinterest in everything but his paycheck.

We are all creatures of habit. Routeman training is the cultivation of good sales and service habits instead of hit-or-miss methods. If an idea works well under a certain set of conditions, there is good reason to believe that the idea will work the next time those same circumstances arise.

Laundry service cannot be sold by tricks or stunts. Tricks are soon exposed to the chagrin of the user, and stunts quickly wear out and leave the proponent further from his objective than when he started. The routeman must continue to sell his customer and prospect week after week. If he made the original sale by trickery he finds himself and his company in an

embarrassment is not a right and wrong thing. It draws attention, and to create her confidence.

Sales lectures, and sales demonstrations can be a part of training, but unless a routeman learns to use what he has read, heard, and observed, he cannot make sales. The finest theory in the world is no good unless it brings results.

To find out whether your routeman would benefit from sales help in the form of training, ask one of them to sell you on laundry service, or suggest that he tell you what he says when calling on a prospect. If the routeman is too embarrassed or self-conscious, chances are he could use some help.

Some people object to training *per se* because they think of it as a formal procedure that dictates every word the routeman must use, teaches him every move he must make with his hands as well as every expression of his face.

Routeman training does not have to be this rigid to be effective. If it only helps a routeman to organize his work and clarify his thinking, it has gone a long way toward starting him on the road to good selling. If it shows him that others have sales problems too, it will be worth the time and effort. If the program gives the man more confidence in himself and in his product, it has fulfilled a primary objective.

For the laundry that wants to improve its routeman training, and remember that *all* plants are training, the first step is to review what is being done, who is doing it, and what it is accomplishing. The next step is to set a realistic goal in terms of what the program is going to do for the routeman—what it does for the plant is secondary.

When the goal has been set, the material best suited to attain the goal is gathered. It may come from the experiences of the older routemen, it may be found in the selling programs of other industries, it may be the excellent material furnished by the American Institute of Laundering, or it may come from some member of the management. This material can be presented in several ways. It may be best presented through a discussion-type meeting or conference; it may lend itself to some kind of visual showing; it may be given by an outside person experienced in sales training. No matter how or by whom the material is presented, thought must be given to it before the meeting or it will be hard to create the proper interest in it to hold the routemen's attention. An unplanned meeting is not good training any more than asking a prospect, "You don't want to send any laundry today, do you?" is good selling.

If a laundry has not been using planned training, but is just letting nature take its course, it is hoped that the following pages will suggest some ideas and methods to help the routemen to do a better job, and will awaken an interest in training by management, without which no training program can succeed. For those plants that are using training programs, it is quite likely that some of the ideas presented here may strengthen their programs.

We wish to thank those laundries that so graciously cooperated by giving us their time and sharing their experiences for the benefit of the laundry industry. ●



## THE A. I. L. PROGRAM AT HOLLAND

**Prepared Replies to Prospect's Objections Plus  
Use of the A.I.L. Course Brings Sales Increases**

**T**HE HOLLAND LAUNDRY of Philadelphia was selected as one of the plants to illustrate route salesmen training because its record proves that sales can be built through this media. Sales at Holland showed a substantial increase in 1949 over 1948, and in 1950 it is running ahead of 1949 at a time when most laundries are satisfied to hold their own in sales volume. Fred McBrien and Otto Winterstein, owners of Holland, give routemen training credit for a large part of this gain in sales.

Early in 1949 the route salesmen's training got under way. The decision to start this project was a result of getting the plant revitalized after being operated for several years on the war basis. The management knew that it would take something more than display advertisements, direct mail, and a request to the routemen for more business. There were sales training courses available of a general nature, most of them written on the premise that the student would be selling some kind of merchandise. These were good programs, but it was felt that if such material were used it would be

too easy for the men to say that those techniques were fine for selling locomotives, or some other product, but would not work when trying to sell a service to a housewife.

Therefore the A.I.L. Routemen's Sales Training Program was selected as best suited for the job that had to be done. This material was used, not because Fred McBrien was extremely active in the A.I.L., but because it was developed by experienced sales leaders who were intimately familiar with the laundry selling problem.

The A.I.L. course includes a series of ten booklets and a leader's manual. A set of the routemen booklets were ordered for each routeman, but they were not distributed to them. The course was announced to the men, the time was set for 7:30 A.M., and they were told that they would be dismissed at 8:15. Each session was to be no more than 45 minutes, and would be held only one morning a week. The men were issued the ring binder that holds the booklets and the manual for the first meeting only a week before the program started.

The early morning hour had its advantages. It meant



that the men would not be tired from being on their routes all day and it also gave them an opportunity to apply what they had just learned before having a chance to forget it.

The AIL course is presented in a conference type meeting. The leader or chairman does not lecture for 45 minutes, but attempts to get the men to participate in the discussion and relate their own experiences as solutions for the problems raised by the leader or other routemen. Fred McBrien acted as the leader and he reports that the success of the program depends upon the enthusiasm and sincerity of the person who is the leader. Those who know Fred will realize that there would be no lack of either of these requirements at the Holland's meetings.

The AIL program is designed to run for ten weekly meetings. At Holland they would give the men the manual for the following meeting at the conclusion of each session. The first manual tells the routeman about the general laundry market. It points out that only 37 percent of the families use laundry service and that only 10 percent of all urban families could be classed as regular users. It then goes on to point out the potential growth of the laundry business. The material in all the manuals is presented in an easy-to-read manner with cartoon type drawings illustrating the various points.

The second session is devoted to the routemen knowing their product. It appeals to the man to be an expert and then proceeds to tell him about laundering processes. The third lesson carries on the same idea but gives information about the various textiles.

The fourth booklet is the first one that directly deals with selling the customer. It starts out with the question, "What is laundry service?" To give an idea of how these are written and the approach they use on the routemen, here is the answer to that question as given in the manual:

"Just what do we have to offer? Laundry service breaks down into a lot of different meanings when we look at it over the housewife's shoulder. It

means freedom from the drudgery of doing it herself. It means time saved for other things. It means convenience.

"Beyond that, it means pride in personal appearance, in clothing that's spotlessly clean and attractive.

"It means pride in a well kept home, in crisp fresh curtains and sparkling white linens. It means pride in being an American—one of the cleanest people in the world! It means anything the individual makes it mean."

The rest of that manual discusses the time or season to sell specialties, and suggests the appeals to be used. The booklet emphasizes and re-emphasizes the importance of presenting laundry service in terms of customer benefits.

The fifth session is directed toward selling the right service to fit the customer's needs and tells of the dangers of selling too expensive a service to some families. It uses the illustration of the old-time medicine man who could sell a product and then move out of the territory, while a laundry routeman must sell and re-sell his customer. It also points out how to increase the

bundle size sent by present laundry customers.

None of these suggestions tell the routeman just how he should say these things to a prospect. They suggest a general approach and report how some other routemen have said them. This is one reason why it is important to have a leader who can get the men to relate their own experiences and build sales talks. Fred McBrien said that in each meeting at least 60 percent of his men participate in the discussion.

The sixth manual brings out the importance of the customer. It tells the routeman that he has two bosses, the one that gives him his check, and the customer. He is told that all customers are not alike. The common types are described for him and their reactions to various situations are explained. The booklet brings out the need of remembering to sell the customer's husband when the opportunity arises.

Up to this point the program has concentrated on the general subject of selling-laundry service. The seventh meeting centers on "How to Answer Objections." In this connection the Holland asked their most successful routemen to summarize their replies to these common objections. These replies were reproduced and copies were given to each man. The most productive ideas were thus made available for everyone. As an example, here is what they worked out to tell a prospect who says she isn't interested in laundry service because she has a washing machine:

"Mrs. Jones, I am very much interested when a prospect tells me that she has a washing machine. It indicates that she is trying to find an easy, economical way to take care of her family washing problems. If I were located where good laundry service was not available I would certainly have a washing machine because it does eliminate some of the burdensome work of washday.

"A large number of our customers own washing machines. They use them for odds and ends. They do send us regularly all the heavy work, bed and table linen, bath towels, shirts, blankets, rugs, etc. First, because they are hard to handle at home, and secondly, we can do them better and at less expense. This is no reflection on your ability, but take this into consideration. We have a limitless amount of rain soft water, a limitless amount of hot water, and we are able to use a minimum







Shown above are three in the series of All Routemen Training Course manuals. Cartoons and good text accent a positive selling approach

of nine changes of fresh soft water. We are also in a position to make more numerous separations of different fabrics and color because of the large volume of work handled. A month's trial of our service will convince you of the real satisfaction to be obtained both from the standpoint of quality and cost in using Holland Laundry service."

Having heard their fellow salesmen build that talk out of the experiences of overcoming that coming objection, the routeman has more faith in it than if he had read it out of the manual or if it had been handed him by a supervisor.

And so they composed their answers to other objections. They broke the common "laundries are hard on clothes" into specific reasons, such as laundries use strong chemicals, laundries lose things, laundries fade things, laundries tear clothes, clothes wear out too fast in the laundry and clothes turn gray.

Space limits using all the answers their men worked out, but two are of particular interest. One is the answer to the losses objection. "Well, Mrs. Jones, if I told you that we never lost an article I would be telling an untruth, but it is true that you would be very much surprised if you knew how seldom it does happen. Our

method of identifying your articles to insure their complete return to you is most thorough and the employees who handle this job are trained very carefully. We have many customers who in years of service with the Holland Laundry have never lost an article. You have this assurance—if the Holland does lose a piece the claim will be settled fairly and promptly."

This is a believable answer, and one the customer should accept with assurance that just in case anything does happen, she need not worry.

The other answer is to the objection that clothes turn gray. "Mrs. Jones, of this I am sure, Holland laundered clothes do not turn gray. This gray color is caused by insoluble soap curds due to the hardness of the water, and Philadelphia water is really hard. You have noticed the ring around the tub—this comes from the same source. All our water is softened and there are no insoluble soap to cause this discoloration. If you had soft water at home you would have no ring around the bath tub."

Here is an answer based on a local condition, one the prospect knows about and understands. With that as a base the answer is readily acceptable to the housewife.

The eighth manual points out what the routeman stands to gain by making more sales. It tells how sales beget sales and how if he will only get them started, he can have all the benefits of more customers. The ninth meeting is on running the route, how to plan to save time and energy.

The last session is a general review of all that has gone before, tied into a neat package.

With this program the Holland has been able to show the increases referred to in the opening paragraphs. The knowledge of "how to" has made their contests and other sales promotions more effective. The routemen entered these events with confidence and were anxious to see just how much they could do.

Fred McBrien had this to say about this particular training program, but it would apply to any. "You cannot just hand the program to a route salesman and expect results. It requires a leader who is himself enthusiastic about the program and is willing to back up his men with quality work and aggressive sales action."

The physical equipment and layout of the Holland is such that the routemen know that the best possible work is produced, and they certainly cannot be around Fred McBrien very long without catching his enthusiasm for the laundry business. ●



"But according to our sales training course, you shouldn't be giving me the bundle until page six . . . and I'm only on page four!"

**TRAINING and****Advertising****ARE PARTNERS**

**Close Tie-in of Training and Advertising Boosts  
Route Averages from \$300 to \$700 in Four Years**

**A**T the Oregon Laundry & Dry Cleaners, Portland, Oregon, they do a lot of things informally. Handling the routemen training program is one of them. The air of informality, however, does not mean that the routemen's training program is a "just happens." Every step of the training program is worked out carefully and dovetails with each phase of the advertising program like pieces of a jig-saw puzzle.

Their partnership between routemen's training and advertising is in its fourth year. When the program was inaugurated in the fall of 1946, the 14 routes showed an average weekly dollar total of just over \$300. For the first eight months of 1950 the average has held at better than \$700 per route.

There are three men behind the training program at Oregon Laundry: T. T. Georges; his son, Tommy Georges; and Route Supervisor Al Lemma. All three

men attend the routemen's weekly sales meetings.

Routemen's meetings are held on company time every Thursday morning at 7:30. They include a company furnished breakfast and last for one hour. The meetings are definitely of the informal conference type and routemen are made to feel that it is *their* program and *their* suggestions which have gone into building the partnership between routemen training and advertising.

Over a period of four years there are a number of training program "Musts" and "Don'ts" which the Georges have learned:

1. All suggestions at routemen meetings must be helpful; never critical. No routeman is ever called down, directly or indirectly, at a routemen meeting.

2. No complaints from routemen are brought up at the weekly meetings. Routemen know that this is not the proper time to complain. (Continued on page 40)



A Thursday morning routemen meeting at the Oregon Laundry. T. T. Georges is holding the chart; Tommy is seated at the left, and Al Lemma, route supervisor, stands fourth from left.



Daily retraining is done on the routes. Here Al Lemma, left, and routeman call on a new prospect. Training runs last one-half day. Lemma stays in truck if routeman prefers to make the call alone.

(Continued from page 39)

3. The training program must be a long-range, objective one.

4. And it must be tied in with the advertising campaign.

#### Advertising and Training Tie-in

Advertising at Oregon Laundry consists of regular once-a-week, two-column, 12-inch display ads in both daily papers and daily radio spots. The Georges try to hold the advertising budget to around three percent of the projected gross volume. The past two years, the advertising budget has been requiring \$20,000 per year.

Each advertising campaign lasts for several weeks. The copy is built around a low cost or a popular or timely service. The primary purpose of the ads is not to sell the particular service stressed, but to serve as the door opener for the routemen. At each routemen meeting ways and means of using this "low-priced" or "popular service" door opener are discussed and explained.

For example; the Oregon Laundry recently ran a several-week series on converting long coats into "shorties." This promotion brought in a lot of coats at an average of a little better than \$5, but the real payoff came from the new accounts which the routemen obtained because of the "shortie" promotion, and the better than 15 percent boost in drycleaning volume, the majority of which was the result of the "shortie" campaign.

Another feature series was on sport shirts. For six weeks the plant advertised a special low-cost drycleaning service on sport shirts. During this six-week period a driver's contest was held. Quota's on weekly volume were set for each route. A gain of \$15 per week above the set quota for the period won a Pendleton sport shirt. For a \$30 gain, the routeman won a Pendleton and \$30 in sports merchandise. For a 10 percent gain over the set quota, the driver won a Pendleton shirt and \$70 in sports merchandise of his selection.



"That was a good meeting! You even forgot to bring up a single complaint, Marty!"



"Could you interrupt the sales lesson long enough to see if Mr. Moody has forgotten what day this is?"

"The point here," T. T. Georges said, "is that we are able to tie in the prizes with the item featured. This is not often possible in contests, but where we have been able to do so we have found that the tie-in strengthens interest and fires the imagination of the routemen."

On another campaign, where a low-priced curtain service was used to bring in curtain volume in a higher priced bracket, the routemen training meetings were held at the receiving dock. A plywood door and porch set was built and routemen were trained in the correct manner to receive a curtain and how to handle it on the trip from the door to the truck.

Another feature of the Oregon Laundry routemen training program is the fact that it includes on-the-route training and help for every routeman who requests it, and for all routemen who stay below the quota for the second week. This field training is done by Tommy Georges and Al Lemma.

### Arranging the Weekly Meeting

Immediately after a Thursday morning routemen's meeting is finished, T. T. Georges and Tommy, and often Al Lemma, go into a huddle on the next week's meeting.

Weak points of the meeting just finished are listed and means of improvement are discussed and planned.

Next, all routemen's suggestions are studied. It has been found that many good workable ideas are brought out at routemen's meetings and it has proved doubly advantageous to management to not only heed these but use all ideas which have merit and will fit in with the program.

On the average, one full day is spent working out the details for the one-hour weekly routemen meeting. "You must remember," T. T. George said, "that everything which you expect your routemen to take away from a training meeting, must first be put into the planning of that meeting. You must draw on every source of material: The AIL and NICD, your trade magazines, manufacturer's material—everything available. Then sift out what you need for the particular job and work out your program."

In working out the details of the partnership between advertising and the training program, the routemen must be shown exactly how the advertising program benefits in producing increased route volume.

The points of training stressed must tie in with



Best photo of route taken by Tommy Georges and Al Lemma

Imagine your long coat converted into a smart **SHORTIE** for Spring and Summer

Call ME 1133 and OREGON will do the job complete for only **3.95**

Dry Cleaned—Shortened—Delivered to Your Door  
Our tailoring department shortens the coat to your instructions. All seams are finished. The shape and length of your coat are preserved.

Call ME 1133, a tailored suitman will give you complete details.

Full Orders Filled Promptly  
Return Large Orders  
**Oregon LAUNDRY & DRY CLEANERS**  
1000 N. W. 10th St., Portland, Oreg.



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Left: Tearsheet of Shortie ad. Right: Personalized service ads showing routemen's picture are used several times in the course of the year

actual needs for assistance which the routemen themselves feel or have expressed. In other words, the program must concentrate on the routemen's needs, and the routemen must be made aware of this assistance.

For example: At a recent meeting advertising executives from both newspapers gave talks to the routemen. In these talks it was brought out that the whole advertising program was built around helping the routeman to increase his route volume. It was explained that the advertising program was geared to the actual need of the routeman instead of what some advertising executive might think he needed. The difference was explained as "a whale of a big one."

"While we are constantly changing our methods of training, and the approach," T. T. Georges said, "the overall routemen training plan is no experiment with us. We have had a routemen's meeting every Thursday morning now for nearly four years. Our training program has been tied-in with our advertising campaign for the entire time. In other words; the advertising campaign is geared to a pace and type which will most help the routemen."

The best proof of the worth of the partnership between routemen training and the advertising campaign is the fact that over \$400 per week has been added to the weekly route average since the plan was put into practice nearly four years ago.

Another strong point is that one of the goals was to increase drycleaning volume. For the past two years the charts for most of the routes show a better than 50 percent increase in this particular service. ●



# Routeman at the

# Model

## Sales Sessions Kindle Fuse for Middlewestern Laundry's Block- busting Solicitation Program

**T**HE Foussard brothers, operators of the Model Laundry in St. Paul, Minnesota, have a nice arrangement for running their plant. Roger handles the production end of the business, while Henri devotes his time to sales and office problems. This division of responsibility made it possible for Henri to give constant supervision to the routeman training program.

Before the present training program was started in the summer of 1950, there was a period of over a year in which the regular weekly sales meetings were used to make the drivers constantly aware of conditions in the industry as a whole. From time to time figures were shown to demonstrate how any drop in volume affects the take-home pay of each routeman. Increasing sales were shown to be necessary for more pay and job-security.

The Model had tried a "block-busting" campaign in the fall of 1949, with considerable success—18 sales out of every 100 calls made. Not only were the salesmen pepped up but, more important, they began to request some sort of sales training in order to make their block-busting calls more effective and to share more often in the weekly prizes.

Because of these requests, the Foussards felt that sales enthusiasm had reached a point where real sales training could begin. The program was put into action in March of 1950.

It opened with a big dinner at a good restaurant (in a private room, of course). After dinner the head of the Model's advertising agency gave a talk to the drivers. Full of pep and able to transmit his own enthusiasm to his audience, the advertising man summed up all the various media the Model was using to stimu-

late sales. He listed television, radio, newspaper, bundle inserts—the whole works—and wound up with the fact that everything had been done that possibly could be done through advertising, and that a point had been reached where *trained men* should follow up and take advantage of the advertising to clinch the business available for the asking. Then the Foussards introduced the instructor they had retained to teach the routemen how to sell. The instructor outlined the course and explained how it would be presented.



Henri Foussard has no difficulty in getting rid of prizes. Here he presents the year's "Best Salesman" award to the winning routeman. The award is a statue of a man throwing a gold bull by the horns.



The usual Saturday morning sales meeting period was given over to the new training and each session lasted an hour and 15 minutes. The interval was determined by the men (who work a six-day week) who felt a two-hour session would upset their day too much. These meetings were held on company time, incidentally.

The conference type training method was used, limiting the class size to 12 to 14 men. A professional teacher from the St. Paul's Vocational Evening School was retained, and his fee amounted to \$40 for giving ten lessons based on the AIL Routeman's Manual. This course actually consisted of eight AIL routeman training lessons, given in 8 lessons, and two lessons devoted to house-to-house selling from material furnished by the instructor.

Right along with the training went a block-busting campaign each Thursday afternoon which furnished a fine opportunity for the men to try out what they were learning, as well as affording an exchange of ideas in class. Block-busting, aptly called supervised solicitation, seems to be one of the better methods of training routemen.

#### Prop Used in Block-busting

The block-busting expeditions are led by an eye-catching prop. An especially well preserved Pierce-Arrow of 1922 vintage (it cost \$9,000 new) has been repainted the same as the other trucks and leads the fleet on the weekly tours of duty. Naturally it "just happens" to get parked in front of the better business places during the height of the shopping rush downtown, and at various civic gatherings. It is also used by the full-time solicitor.

Block-busting this year had some extra enthusiasm instilled into it through the hiring of five young college juniors who solicited on an equal footing with the regular routemen. One of these has been selected to work during the summer months as full-time solicitor. Young men like these may well become a source of supervisory help in the future. At any rate, their enthusiasm during their period of employment is something no amount of money could buy.

New routemen must familiarize themselves with the house-to-house selling information furnished by the company, and must be ready at any time to take an examination on it. These new men spend their first two weeks in becoming familiar with the workings of

the various departments in the plant, working as helpers in both laundry and drycleaning. Thus they learn how the various types of work they bring in will be handled. A three to four-week period finds them working with each of the better routemen, never very long with the same man. The older men are expected to teach them such things as how to service accounts, how to "tell the people next door" about their service, how to turn in the cash, and how to handle C.O.D. The trainees also take part in the regular Thursday block-busting program.

The program cost for training 14 routemen was \$129 for printed material and an instructor's kit, obtained from the AIL, \$40 for an instructor for the ten lessons, and about \$50 for the preliminary dinner—a total of \$219. Weekly sales meetings go on all year, and big company sales managers from other fields are persuaded to appear and give sales-success talks. Any changes in



Henri Foussard conducts a weekly sales meeting. He insists that "There isn't a 'driver' in the bunch; they are all salesmen."



Left: A caravan of Model trucks in the block-busting formation

Below: A 1922 Pierce Arrow which the laundry uses to lead the plant's trucks when block-busting

plant layout or methods are brought to the men's attention after four o'clock when they come in from their routes. Routemen aren't bulldozed here. They are treated as adults, and are kept sold on the program.

The routemen interviewed were, for the most part, enthusiastic over the training they had received, particularly after the third or fourth lesson when they loosened up and realized that they were going to benefit. Praise for the instructor was most emphatic. Most of the routemen claimed to have received the most help by exchanging ideas during the course rather than from the actual contents of the training manuals. Also, the instructor's extensive experience in the field of selling was a big factor in the continued interest in the course.

The best check, one might think, would be to compare last year's ten-week period of block-busting with this year's results. Last year's block-busting averaged 18 sales out of every 100 calls which were made, for the most part, in bad weather. The best day produced 26 sales out of 100. This year, with a far longer season of block-busting and with the crew augmented by five college boys, the 17 men were making 35 to 40 calls per man, as against last year's 16 to 20. Although four to five hundred calls per day were made this year, as against 165 a day in 1949, the average for 1950, with more clear days, was only 16 sales out of every 100 calls. More people at home during the bad weather of 1949? Or does the increase in calls made denote a skimping on the sales talk?

On these calls the sales talk has been a fifty-fifty deal for both laundry and drycleaning. Drycleaning sales as this is written are 24.36 percent higher than those of the same period last year. Laundry sales for the same period, (with sales in other laundries of this area down an estimated 10 percent) are up just .36 percent.

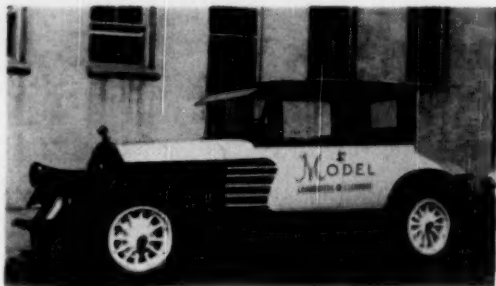
#### Points to Be Stressed

Although there is no single factor responsible for the success of the Model's training program, the plant's management feels that the following points should be emphasized in presenting a course of this type:

Management should take no part in the actual training. The routemen are more likely to let their hair down and tell the truth about conditions, to swap ideas and open up for an outsider.

If no other professional instructor is available, a local high school teacher should be hired to give the course. It is well worth the small cost.

Keep the ball rolling at regular sales meetings throughout the year by inviting successful salesmen



"Boy, is that sales training good! I sold her laundry service, then my truck, and before I knew it she bought the plant."

from various other industries to tell of sales successes.

Tie in all advertising and promotions with timely solicitations. Make potential customers aware that they will be asked for business before you send out your salesmen to solicit.

Management must keep itself thoroughly sold on the program, on growing, on making the business more solid and secure so that the routemen won't worry about their future income. It's enthusiasm at the top level that pays off. Any tendency towards laxness on the part of management is immediately reflected all the way down the line. ●

# TEAM SYSTEM

## Trainees Are Divided Into 7-Man Groups for All Route Instruction

**S**IMILAR to most organizations which operate a large—and potential unwieldy—number of routes, Independent Towel Supply Co. of Cleveland, Ohio, has divided its delivery force into a number of small, compact teams each under the direct leadership of a supervisor. Management has found that this organizational structure, set up for the day-to-day business on the routes, also forms the ideal framework for the plant's training activities.

Every three months a dinner meeting is scheduled for each supervisor and the seven routemen in his team. Attendance is voluntary, but the steaks included on the menu are enough of an incentive to overcome all but the



most serious reasons for absence. Dinners for the various teams are scheduled on different dates to permit superintendents and other key personnel to sit in on as many meetings as possible. One of the three founders of the firm, Sam Miller, president; Morris Miller, vice-president, or J. H. Miller, secretary, may appear; but management is usually represented by several of the younger executives of the business. The salesman assigned to territory worked by the team is almost always present. Total attendance at the two-hour affair comes to about 17 or 18 people.

Following the dinner, a typical meeting opens with a short, 15-minute introductory talk by the team supervisor or one of the plant executives. Independent has found over the years that a majority of its new business comes from increasing sales to old accounts rather than from securing wholly new customers. One of management's primary aims at the sales meetings is to impress the routeman with the importance of seeking opportunities for expanded service.

A slide-sound film emphasizing the sales job of the routeman and his relationship with the salesmen in the territory was prepared recently by the Linen Supply Association of America, the national trade group. The complete presentation is divided into two sections. The first half pictures the activities of an alert salesman who notices that a new nightclub is being erected in his area. By checking with the contractor, the salesman learns the name of the owner and interviews him on the subject of linen rental. The representative is partially successful in that he gets an account for roll towels only. The second section of the film highlights the contributions of the route serviceman. As time goes by, the

club's linens get a little shabby and some of the uniforms in certain sizes are rendered obsolete by changes in personnel. The routeman feels the time is ripe for an attempt to win more business from the stop. He contacts the salesman who again visits the club owner and this time convinces him of the value of contracting for a complete linen service. The Cleveland firm, together with other LSAA members, began using the film at sales meetings this summer.

The biggest part of the program is set aside for an open forum discussion of ideas contributed by the routemen themselves. Superintendents from the production department are present to answer any complaints or queries on plant practices. The chairman of the meeting usually gets the discussion rolling by calling on each man and asking for his ideas. In the past the firm experimented with meetings incorporating three or four teams, but found that the men were reluctant to speak in the larger groups. At the one-team meeting, management reports that there is no problem in getting the routemen to express themselves. Moreover, ownership emphasizes that the drivers have contributed some excellent and practical suggestions.

A newly-hired routeman is trained by the supervisor under whom he will work. The team leader rides with the new driver for the first two weeks. The trainee goes out alone the next two weeks, and the supervisor returns to the route on the fifth week to check progress. In his own territory the team leader is a specialist who is thoroughly familiar with every account. Consequently, he is the logical person not only to instruct the new driver in the normal routine of the job but also to brief the green man on the many individual factors that spell the difference between good and bad customer relations.

Where a linen supply company uses salesmen, the firm's routemen will do little or no direct selling, but if the "man with the bundle" is alert he can do a great deal of indirect selling. The Cleveland firm feels that one of the best ways to inspire this vital alertness is to get the routemen together and let them talk. ●

Examples of routeman selling from the LSAA film in routeman training





Members of the class listen to a tape recording illustrating good sales presentations

## cooperative training

### A University and Four Small Bridgeport Laundries Join in Sponsoring Training Program

**H**ANDS alone makes a laborer; hands plus head equals a craftsman; hands plus head plus heart are combined in an artist; but hands plus head plus heart plus hoofs sum up the salesman. Membership in this "4 H Club" was the aim of a special 10-week route salesman program conducted this summer through the cooperation of the University of Bridgeport and four progressive laundries of the Connecticut city.

Louis W. Tamiso, instructor at the University's College of Business Administration, worked out the details of the sales course with a planning committee of the Fairfield County Laundry Owners Association. The attending routemen were drawn from the Pembroke Laundry and Cleaners, New System Laundry, Savoy Laundry and Reliable Laundry. The participating plants paid a small fee for each man they enrolled.

The twelve routemen who attended the course were divided into two groups, partially to obtain small, informal classes and partially to separate the veteran men from the newer recruits. Each group met for a two-hour session one evening a week. Including one

driver with 24 years on a route, the class made up of the five older men represented an aggregate of 64 years of laundry selling experience. Total service by the younger group averaged out to around one year per member.

The instruction was purely voluntary; but where a plantowner made an effort to sell the routemen on the value of the course, the percentage of participation was good. The four laundries sponsoring the sessions employ a total of 15 routemen. Consequently, the potential enrollment was 15 of which 11 were actually signed up for the sessions. Routemen generally resent the idea of "going back to school" and management's first hurdle in any training program is to circumvent this attitude. The tie-up with the University of Bridgeport, of course, helped to enhance the importance of the course in the esteem of the routemen.

Mr. Tamiso planned the instruction for a series of 10 weekly meetings. The first session was devoted to an introduction to sales methods, plus an explanation of the objectives and the outline of the course itself. The instructor maintains the fundamentals of salesmanship depend on five different types of knowledge: personality, product, prospect, company and general. Furthermore he feels that selling of any type can be broken down into six necessary, successive steps. At the second meeting of the course, Mr. Tamiso briefly covered these six steps and led a general discussion of how they could be applied in the laundry industry. At the third meeting





Louis W. Tamiso, instructor at the University of Bridgeport, lectures on the subject of salesmanship to routemen in this Connecticut city

of the class, the instructor began the detailed exposition of the first of these six steps. The successive steps were taken up individually at the next five sessions.

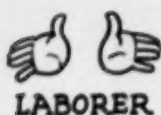
Mr. Tamiso classifies the first fundamental of selling as "getting the prospect." This step is concerned simply with securing the names of people who may be approached. On a laundry route, the salesman can carry out this function by watching for new arrivals in his territory or by receiving leads from his present customers. In many cases, of course, prospecting is done for the routeman by the management.

The second step quoted by the Bridgeport instructor is "pre-approach." This heading covers the preparatory information which the salesman gathers before he knocks on the prospect's door. As far as a laundry routeman is concerned, the pre-approach may consist simply of noting the appearance of the house he intends to visit. Obviously, the requirements of the pre-approach and most of the other steps in selling are known and used by the veteran routeman. Consequently, it would be natural to ask: Why spend time and money teaching things the men already know? No sales training program can present completely new information to the expert routeman, but it can remind him of some of the fundamentals which he may not have applied recently. In addition, if the man is made to realize that many of his practices are part of a standard pattern of selling, he will have a clearer idea of what he is doing and a better opinion of his status as a salesman.

In soliciting for any product the third step is usually known as the "approach." When the routeman stops at a house he should know exactly how he is going to open the conversation. This opening may consist simply of an introduction and a statement along the lines, "I have served Mrs. Jones next door for several years,







LABORER



CRAFTSMAN



ARTIST



SALESMAN!

etc." To warn up what would otherwise be a cold turkey call, the routemen may have a give-away door opener, a special offer or some particular knowledge of the prospect. Information gathered in pre-approach may be important. For example, is the family a recent arrival to the community or is the housewife a new mother?

The second part of the interview and the fourth basic step in selling is the "demonstration." No physical action is necessary under this heading, the step may consist only of a series of points through which the routeman demonstrates to the housewife that her present situation is unsatisfactory. Inevitably the demonstration calls up objections from the prospect, and the routeman's replies to these points constitute the fifth step. The salesman must be equipped in knowledge of his product to answer any objections expertly and to the complete satisfaction of the housewife.

The final step in any solicitation is the "close." This is the pay-off in which the salesman aims to achieve what every previous action has pointed to, namely, a sale. In the eighth meeting devoted to this subject, Mr. Tamiso explained the various types of sale closes. One of the most common and effective of these closes hinges on giving the prospect a choice of two decisions, either

of which will work to the advantage of the routeman. For example, "May I pick up your bundle today or shall I call for it at the end of the week?"

The ninth two-hour session of the Bridgeport course was devoted to examples of solicitation made by the men themselves. The examples were recorded and played back for analysis and comment by members of the class. At the tenth and final session additional demonstrations were scheduled, the course was summarized and certificates of completion were presented to the participating routemen.

#### We Visit a Session

Early this summer we journeyed up to Bridgeport to sit in on one of the early sessions of the class and obtain a first-hand view of the sales course. It was a pleasant evening in late June when you would expect any man to balk at the idea of sitting in a classroom. The attendance, however, was both good and good-natured. Other guests besides ourselves included Dean Eaton V. W. Read of the College of Business Administration and Robert J. Ashkins, president of the Fairfield County Laundry Owners Association. The routemen were seated around a director's table, while Mr. Tamiso lectured from the chairman's spot. At times he turned to a blackboard at his back to note an especially important point.

When the session was well underway, two additional guests appeared, William Minty, president of the Connecticut Laundry Owners Association, and Robert S. Hawthorne, executive vice-president of the state group. Mr. Hawthorne addressed the class briefly following the mid-point intermission. Drawing on his own experience in selling, Mr. Hawthorne reported that when he was working in the field he had found that a certain number of calls would produce a certain amount of business irrespective of whether the prospects were good, bad or indifferent. The speaker urged the routemen to work out a similar formula for themselves and conduct their solicitations with that in mind. For example, if a routeman knows that he can average a two dollar order from one out of every ten women he approaches, then every time he raps on a door he is earning 20 cents whether he gets this particular bundle or not.

Tape recordings illustrating good and bad solicitations were used to get variety and dramatic appeal into the lecture portion of the session. Speaking of selling in general, the instructor emphasized that an able salesman combines a number of traits and talents. He must be dependable, tactful, alert, industrious and a lot of other things. No laundry routeman will rate 100 percent under all headings, but if he is deficient in some, he may compensate by high ratings under others. Mr. Tamiso emphasized this point in cautioning the men against rationalizing their own shortcomings. A routeman who feels his sales are below Joe's because "Joe is a big, handsome fellow and a smooth talker" is only fooling himself and under-rating his own capabilities.

During the latter part of the session, the instructor started an open discussion with ideas contributed by the members of the class. The participation by the routemen was excellent considering that this was only their second meeting together and that they were speaking in front of several guests. Feeling that we were stifling the discussion, we and the other guests drifted out before the session was completed. Outside on the campus we had an impromptu conference in which everyone agreed that the sales course was well handled and the four Bridgeport laundries in cooperation were receiving benefits which they would have been unable to achieve alone. ●



"It's been so long since I increased my pay with additional sales that I'm gonna have a heck of a time explaining this check. The old lady thinks I've been on a salary all this time."

A two-page spread from "Hello! . . . and Welcome to Pilgrim!" the 24-page manual which the Pilgrim plants present to their new employees



## Pilgrim's Plan for the New Routeman

Careful Planning and Precise Job Descriptions  
Both Strengthen and Simplify Training Program

AT last year's AIL national convention held in Kansas City, William Saville, general manager of the Pilgrim Laundry of Boston, Massachusetts, gave a talk entitled "An Effective Tool for Employee Training" (See SLJ, January, 1950, page 14). In his talk Mr. Saville told how his organization has worked out detailed descriptions for each job in the plant and how these are used to train new employees. He stated that they have done the same thing for the sales department, but the illustrations he used in his talk were from the production department.

The Pilgrim Laundry has just as detailed and complete a job description for the routeman's job as it has for the production department. As with all training, there are occasions when, because of conditions at the time of hiring, a new man may skip part of the study or be delayed in getting it all. This is an account of the procedure used if time and conditions permit the new employee to receive the full training program.

When a man who has been hired for a route position reports for work, he is welcomed on the first day by Nelson Brown, sales manager, and the program is started. As soon as possible after he has hung up his coat and hat he is taken around to meet the people with whom he will be working. He is introduced to Mr. Saville, if he didn't meet him during the hiring procedure. He meets Mrs. Celia Nelson, office manager. He visits the laundry and is introduced to Walter Erwin and Wilfred Creighton, superintendents of the Pilgrim plants, and he may shake hands with Thomas Warren, power and maintenance superintendent, if he isn't under a flatwork ironer or some other inaccessible place.

After the trip through the plant and introductions he

is given a very neat 24-page booklet that has been developed for all new employees of the Pilgrim. He isn't given this to read it later; he has the opportunity to sit down and go through it leisurely.

Thus, in a relatively short time he has acquired the background of his new employers without asking embarrassing questions or subjecting them to a cross-examination. He may not remember all of what he had read, but the booklet is his to keep and he can review it any time that something comes up he would like to learn.

His next assignment is a study of the job description of his new work. This is contained in an 8½ x 11-inch loose-leaf binder, about an inch and a half thick—an imposing looking volume. It is not an outline, but a complete breakdown of every step of his job. Some of the subjects covered are:

- (1) The route salesman's day: listing those details which must be covered before leaving the plant in the morning and those that must be done on the return to the plant at night. This naturally includes the proper method of loading and unloading the truck.
- (2) Vehicle handling: including general operating rules, instructions for emergency road repairs, instructions covering accidents, how to report need for service by mechanics, and general safety rules.
- (3) Route forms and material kit: a listing of all items which must be carried on the truck.
- (4) Delivery sheets: what they are and how to use them. Many laundries no longer use delivery sheets, but Pilgrim still does.
- (5) Off trip cards: how to handle off-trip money.
- (6) Laundry lists: a complete description of the list,

together with instructions on how to make out a written list when a regular stenciled list is not available. All the correct information must be shown on the list—the firm will not accept a list with just the last name and an incomplete address.

(7) Turn-in envelope: how and when to turn in money, particularly the handling of checks.

(8) Laundry bags: Pilgrim supplies bags and every incoming bundle must be in a bag and tied with a colored string identifying the service.

(9) Telephone contacts with the office: how and when to make the daily telephone call to the service department for calls, and how to get the money refunded.

(10) General procedures: including separate sections devoted to the laundry services, curtains, pillows, blankets, rugs, drycleaning, and storage, again showing what needs to be done when special tags or lists must be made out, valuation required, customer's risk is necessary, etc.

(11) How to handle a request for preference, such as special starching.

(12) How to handle "Do-Overs."

(13) How to file a claim and the routeman's part in handling claim procedures.

(14) How to handle changes in service.

(15) How to handle requests for credit.

(16) What to do with a claim voucher check.

(17) Delivery of shorts.

(18) A complete price list of all services.

(19) How to handle transfers.

He spends the remainder of the first day and all of the second going through this book. No one is expected to absorb such a staggering amount of information about a completely new job in that length of time, but some of the things he is to learn by observation will fit into the over-all picture because he has this background.

The Pilgrim sales department has, in addition to the 33 routes, a sales manager, two supervisors, and three assistant supervisors. The new employee is assigned to one of the assistant supervisors and together they go out on a route. The length of time he spends with the assistant supervisor on the truck depends upon how fast he absorbs his new job. Sometimes he will return to the office to study his job description for a day; other times he may stay two weeks on the truck with the supervisor.

After that period he may take one-day rides with some of the other routemen. Each route truck carries a job description with it, so any time the new man wants to check on what is being done, or why, he may look it up in his book. Some people might hesitate to prepare so much written material, feeling that the older routemen would tell the new man not to pay too much attention to it. This is avoided at Pilgrim; the men themselves help write the book.

There is one thing to be watched in this system, and that is that the information is kept up-to-date. It must be constantly reviewed and changed or it will lose its value. It is true that once the men have mastered their jobs they may not refer to the descriptions very often, but if they develop a bad work habit, all management has to do is call their attention to the deviation and it is soon corrected.

The sales training of the older men is not on such an intensive basis. Because of local conditions it is difficult to hold general sales meetings, but when the management has something they want to put across, they call a meeting for a specific purpose. In the meantime, the men receive bulletins and other printed matter to help them sell laundry service.

As an example of how an idea is put over, this is what happened recently.

The Pilgrim was no better than any other laundry during the hectic days when Boston was not only a teeming Navy base, but had a large army camp nearby. Some of the quality and service at that time was very discouraging for a route salesman. As soon as possible, new equipment was installed, layout was modernized, and the effect of the job descriptions and their application produced a much improved bundle. Because the change had, of necessity, been gradual, the routemen had not noticed it as much as they might have.

The management needed some dramatic way to impress on the routemen the fact that they had a better product to sell. To achieve this might have taken a series of meetings of several weeks duration and then it might not have been impressive. So it was decided to give each man an individually conducted tour of the plant under operating conditions.

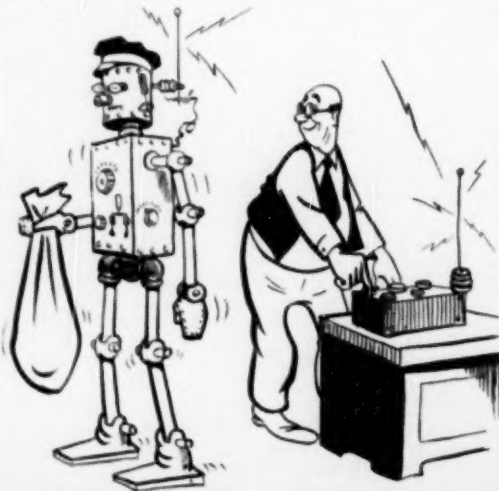
An assistant supervisor was assigned to take each route for a day and the regular man was brought into the plant. He spent the entire day being conducted through the laundry and every piece of new equipment was explained, every change in layout was pointed out, and the precision of the productive crew was called to his attention. At noon, either Nelson Brown or one of the supervisors took him to lunch along with Mr. Saville, if he were available, and any of the other executives.

After lunch he revisited some of the more important or impressive parts of the laundry. He would watch shirts being finished for an hour, he might study the operation and advantages of the new flatwork conditioners. He saw how important it was for him to start the bundle out properly ticketed and identified.

After all the men had had their day in the plant a noticeable difference was noted in their selling effectiveness. They were proud to offer to serve a prospect because they knew that any reasonable person could not help but be satisfied with a bundle from Pilgrim.

That is how the management of Pilgrim put over their improved service. They may not do anything like that again for some time, but the routemen will know that when some such event is scheduled it will be to their advantage.

With thorough training to start out with and a constant flow of material on selling interspersed with an occasional meeting, Pilgrim keeps their sales moving along at a satisfactory pace. ●





SINCE inaugurating a carefully-planned sales training program in January of 1949, the management of the Up-To-Date Laundry Company of Chicago, Illinois, is convinced that time and money invested in routemen instruction pay top dividends. Moreover, the Chicago plant has sales figures to back up its contention.

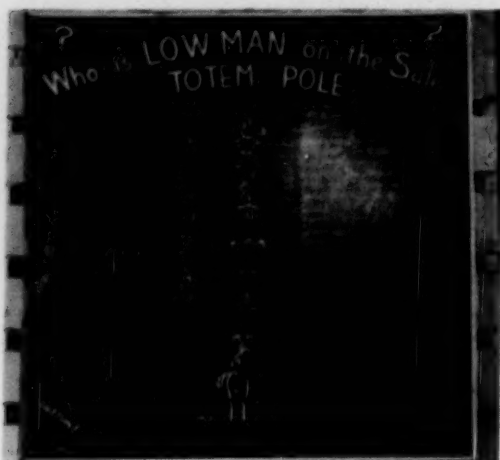
While specific details of the Up-To-Date program may be examined with profit, it is important at the outset to note the general atmosphere in which the training was conducted. James F. Yates, sales manager, emphasized that the primary reason for the success of the instruction was the strong and consistent encouragement of the firm's ownership. Luther H. Mains, president, and Charles H. Phifer, vice-president, are sales minded laundry executives who concentrate on transmitting their enthusiasm to the 24 men they have out on the routes.

Up-To-Date employs a wide variety of gimmicks and approaches for reminding the routeman that his job is to sell. Painted signs are hung in every spot where the men congregate. Individual sales graphs for each route are posted in the sales office. The details of a contest or special offer are thoroughly discussed with the routemen before the campaign is announced. Promotional pieces for distribution are never assigned to the men. An announcement is made that the material is available for use in building sales and the men request the amount they want. The plant has found that small lot, voluntary distribution has produced better results and wider circulation than the older, compulsory system. The sales of each route are compiled weekly and the standing of each man is recorded from top to bottom on a "totem pole" in the route storage room. "Make 1950 Our Biggest Sales Year" is rubber stamped on all letters that



Large bulletin board is set up above and at one side of cashier window. The two signs on sales are typical of those hung wherever the routemen congregate.





Left: This blackboard with the painted totem pole is placed in route room to record current standing of the various routes in total sales

Above: James F. Yates, left, discusses route training progress with Luther H. Mains, right, president of the Up-to-Date Laundry Company

go to the homes of the men. All these services are part of a long-range, continuing campaign of selling the routeman on the idea that he is a salesman—and proud of it.

The great majority of call-and-deliver laundry plants in the country schedule some type of periodic sales meetings. Most sales training being done today—some of it under a definite, well planned program and some of it so haphazard it exists only in the wishful boasts of the management—is presented during these regular sessions. The plant may use any of several methods to provide incentive for attendance, but in general the routemen accept the meetings as part of the job. At Up-To-Date, however, the training conferences were planned completely apart from the regular monthly sales sessions. Here, management had a real task in selling the men on the value of the instruction.

In launching the program in January of 1949, Mr. Yates approached 10 of the newer men for the initial class. As any laundryman will agree, the routemen with the fewest years on the job are always the most amicable to suggestions and the least convinced of their own well-nigh perfect sales activities. There are various points pro and con the proposition of including both new and old men in the same conference, but management at Up-To-Date feels that better results are obtained when the veteran routemen and the younger salesmen are separated for instruction. After the first class was organized, the results reflected on the volume totem pole effectively spotlighted the value of the program. When the men saw how the selected routemen were increasing their volume and fattening up their pay envelopes, the rest of the sales force began to request enrollment in the second sales course. Twenty of the plant's 24 route representatives have taken the instruction. One of the latest graduates has had more than a quarter of a century of experience on a laundry route.

#### Plan of the Instruction

The training program was divided into 18 sessions scheduled from 3:45 p.m. to 5 p.m. on Wednesday afternoons. Limited to ten men, the course was conducted as an informal, round table conference led by Mr. Yates, the sales manager. Sales training material prepared by the American Institute of Laundering formed the main framework of the course. This date was supplemented by group discussions of the AIL-Procter and Gamble customer survey, special slide films and

actual practice in operating various machines in the plant. Routemen not only toured the laundry, but tried their hand at pressing a shirt. Sales bulletins, mailed twice weekly to each man's home, were designed to keep the routeman in constant contact with the sales training program and develop added enthusiasm for his sales job.

At the outset, management laid down four major objectives for the program: (1) to give route personnel



Management sharpens a sales tool

a working knowledge of the plant, its history, its operation and its service; (2) to cut distribution costs by concentrating sales efforts and simplifying the routine of pick-up and delivery; (3) to reduce claims and improve customer satisfaction by acquainting the routemen with the AIL Washable Seal program and explaining the procedures of the Institute's claim adjustment system; and (4) to increase dollar income by inspiring greater and more effective solicitation on the routes.

In planning the conferences and demonstrations within the scope of the program, Up-To-Date concentrated mainly on "knowledge of the product." The plant felt that both the management and route force lacked the equipment and background necessary for an elaborate exposition of specific selling techniques. However, certain sales pointers and tricks of the trade were volunteered by the men at the conferences. For example, a small sales gimmick which was brought at one of the sessions advised a routeman to leave his hat on until





Above Left: Graphs showing current sales of each route are posted in the route room. Sales manager reviews standing of territory with the salesman. Above Right: Part of the route training program is instruction on the best and easiest way to handle bundles

the housewife comes to the door. If he doffs his hat in her presence, she is much more likely to be conscious of the courtesy.

At the end of the regular course the routemen were given a 20-question sales test. Typical of some of the questions: Name 10 certified seal products. Give a brief history of the Up-To-Date Laundry. Name and describe the three basic types of weaves. How much pure soft water do we use per pound of clothes? How do you answer objections? Name seven big advantages of our laundry service.

The graduation ceremonies were scheduled at the last session. Consistent with the plant's policy of selling the salesman, the commencement was run off with plenty of showmanship. Mr. Mains gave a short talk and presented the printed certificates which were notarized and carried the seals and stamps that result from this official witnessing. A picture of the graduates was run in the local newspapers. Later each man received a letter of congratulations from the American Institute of Laundering.

When a new man is hired for the sales force he is given two days of orientation, including a tour of the plant, an interview with the president and assignment in the office to study the firm's accounting and control records. The route foreman accompanies him daily

during his first two weeks on the route. The next two weeks a new man goes out alone but the foreman is present to meet him when he comes in at night. The new salesman automatically goes into any sales class which is in progress at the time. If no program is underway, the sales manager gives him private instruction. In most cases, of course, the new man is assigned to the extra truck before he gets a route of his own.

To a large extent all good sales training programs have a number of characteristics in common, but the experience of a particular plant will tend to highlight one or another of these key factors. The Up-To-Date program, established independently of the regular sales meetings and conducted by the plant's own personnel, emphasizes the following points: (1) Keep the conferences informal. Put the men in the plant. Get them talking. Stage actual demonstrations. (2) Sell the men on the idea of training. You can lead a horse to water, and you can make him drink if you first convince him he is thirsty. But don't make the mistake of treating him like a young colt. (3) Emphasize product knowledge. If the routeman knows what the plant can do for the housewife, he will be in a position to show her what she needs and why. (4) Keep pounding away at the idea that a routeman is a salesman and his job is to sell. That's what Up-To-Date is doing and doing well. ●



Concentrating on "know your product," routemen not only toured plant, but were permitted to try their hands at actual operation of equipment

# Sales Training at Manhattan

**Successful Program Is Developed from Several Different Sources; Close Follow-up Emphasized**

**T**HE MANHATTAN COMPANY, Laundry and Drycleaning, Washington, D. C., is an above-average-sized plant doing retail family laundry and drycleaning. It also offers service on specialties such as blankets, pillows and household items as well as storage. The bulk of its sales volume is derived from routes with a portion of it coming from cash-and-carry stores. The part of the organization responsible for sales is headed by Claude Hellmann, sales manager, and he is assisted by four supervisors.

The company serves all of the District of Columbia and the surrounding communities. In the past four or five years there has been a large increase in the suburban population in nearby Virginia and Maryland. In these areas extensive housing developments have been built for the thousands of workers who have been added to the Government payroll in recent years.

Several laundry sales problems have resulted from this growth. In the first place, there has been a movement of families from the city to these outlying communities. Their former homes have been taken over by a different type of person, frequently from a lower income group. Others that have bought these homes in the new developments have obligated themselves heavily with a financial program that has put a strain on the family budget.

This is evident in some of these districts by the number of working wives which, in turn, presents a laundry sales problem. These couples leave home early in the morning and don't return until late in the afternoon. Ideally they should be good laundry customers, but it is impossible to serve all of them in the few hours of the day available.

While this has been going on, the Manhattan made extensive plant improvements which enlarged the capacity of the laundry. This, along with more normal times, presented a need for more volume if the plant was to operate profitably. Like most other laundries during the years of 1941 to 1947, the main responsibility of the sales department was the maintenance of service and definitely not the building of more laundry sales. During those years there was considerable turnover of route personnel and little training effort was made other than to indicate the bare rudiments of picking up and delivering bundles.

When conditions began to settle down in Washington, the Manhattan found itself with 42 routes staffed by a sprinkling of experienced men and the balance of the sales force made up of men who had learned their laundry sales methods under very abnormal times.

Prior to 1941 the Manhattan had done some sales training with its routemen, and it had been effective. In presenting some of these programs, the plant's sales managers had used material from outside the industry. They had also had experience with training aids designed specifically for laundry routemen. After reviewing and comparing these various sources of training ma-

terial they decided to develop their own program to fit their particular needs.

Their planning started out by determining their training objectives. It was not to be presented just for the sake of training, or so it could be said that Manhattan used sales training, but first, because routemen are an important part of this company's sales promotion program. They are responsible for holding the present business, to see that neither their own actions nor the plant's procedure let customers slip away unnoticed without everything being done to hold them.

They are also responsible for the development of new business. It is up to the routeman to see that the Manhattan gets its fair share of business from his territory. The last, but not least, routeman function is to cooperate with and coordinate the sales promotion material that is being used in the newspapers, direct mail, and radio.

## Building the Program

Claude Hellmann, and the supervisors set about building a training program that would meet the above requirements, that would stimulate and interest the men participating, and would not interfere with the routemen's day to day work.

They took part of their material from Dale Carnegie's book, *How to Win Friends and Influence People*. This was done for the purpose of getting the men to think from the customer's viewpoint as well as from their own when selling Manhattan service. It was also used to show them the futility of winning the argument but losing the customer, and, of course, how to get along with people. Some of the features of the Elmer Wheeler techniques were worked into the program. They were



"Considering how women are laying in sugar and stuff . . . we might as well start a rumor that laundry service will be really hard to get!"

incorporated to make the men conscious of the fact that how they say things is just as important as what they say. And part of the approach of the AIL Route Salesman's Training Course was used to stimulate their participation in the discussion and solution of specific sales problems.

The course was offered to all the men, regardless of whether they had been with the company for several years or had only worked there a short time. This meant that the material would have to interest the entire group, some of whom had participated in other training efforts of the company. They were not required to attend the sessions in order to hold their jobs, but if they did sign up for the course they would be expected to continue until they had completed the work.

For those routes that started early in the morning and finished by mid-afternoon or earlier, one series of meetings was held from four o'clock until six. For the men who could not finish their work in time, other sessions were held from eight until ten P.M. The men had their choice of sessions.

From previous experience and the experience of others who had conducted similar programs it was decided to break the group of 42 men into sections of not more than 12. These smaller groups permitted an informal atmosphere, encouraged the men to participate in any discussions, and had the advantage of making it possible for the group leaders to give individual attention.

Each week for ten consecutive weeks the supervisors and the sales manager lead these groups of routemen through the program. The leaders worked from notes that had been developed by themselves and the sales manager. Part of the time was spent in lecture and part in demonstration and discussion. One of the points put across to the students was the fact that all people do not react the same to a particular presentation. The men were schooled to pace themselves and to watch the prospect for signs of not understanding or plain disbelief. They were taught how to regain the prospect's attention if her interest seemed to be wandering from the subject. They learned to expect that some women would chat with them as long as the routeman would stand at their door, while others would make a final decision and stick to it in a matter of a very few minutes.

As the men progressed on the program they became

more and more enthused. They saw on their own routes the advantages of using information they were learning, how it made their jobs easier and at the same time increased their paychecks.

At the conclusion of the ten-week program the Manhattan held a dinner for all the men who had completed the course. The entire sales force and all the officials of the company attended. After a very fine dinner each man who "graduated" was individually presented with a certificate signed by the sales manager and the officials of the company.

The effectiveness of the material used in the program and its presentation can be measured by the experience of two of the men who participated. One has left the Manhattan and put his new-found knowledge to work on a successful career selling insurance. The other man became so enthused with the idea of selling that he quit his route and became a salesman for a candy manufacturing company, and the last reports indicated that he was doing very well in his new position. So it appears there is a certain risk involved from putting on a good sales training program.

### Follow-up Emphasized

The group or class instruction was only part of the Manhattan's training and retraining program. Mr. Hellmann is convinced that without good supervision doing a thorough and constant job of following up with the men, the value of all the time and effort put in on the group will quickly deteriorate. Because the supervisors are experienced men, had participated in the preparation of the course, by acting as chairmen and instructors, they were in a perfect position to handle this follow-up part of the program. They worked with each one of the men in their groups individually. Some times they rode the trucks with them for a full day, and at other times they would meet the men out on their route and work with them for a few stops.

In this way the newly learned knowledge of the routemen was put to work under supervision. If the man had a problem that he could not solve he could observe how the supervisor handled the situation, and the next time he would be better prepared to deal with it alone. By constantly working with his group the supervisor could evaluate the material he had taught and the effectiveness of the way it had been presented.

The Manhattan believes so strongly in supervisors as an important part of the sales organization and sales training that they are responsible for teaching all new men the details of the job.

The routeman learns to bring all his claims to his supervisor for immediate attention and, in turn, the supervisor takes the time to explain the merits of the claim to the man. In exceptional cases when the routeman cannot handle a customer the supervisor will step in and take her off his hands. The supervisor then tells the routeman how he handled the woman and will go over the procedure with him so that the next time the routeman will know how to proceed.

It has been almost two years since this particular program was started and the men are beginning to request that the class part of it be given again. Such interest is the strongest recommendation for a good sales training course.

Manhattan does not require "cold" solicitations, but when their men have a reason to call on a prospect, and they know the reasons why she should be in the market for laundry service, they have as good a chance as the next fellow to sell her laundry service, and a better than even chance that she will pick the Manhattan. •



## BRING THE "MISSUS"

**Training Program at Detroit Diaper  
Service Is Shaped to Reach  
Both Routemen and Their Wives**

**E**VERY woman has two large stakes in her husband's job; one is economic and the other is emotional. Owner Robert Lattin of the Stork Baby Service in Detroit, Michigan, has gone a long way in seeking to use the power that a wife has for influencing how much a routeman earns and how happy he is in his job.

Since 1945, Mr. Lattin has carried on an almost continuous program of route sales training. During this time he has employed several different types of meetings and has drawn training material from various sources. The Detroit diaper operator contends that some variety in presentation is vital for maintaining interest over a prolonged period. Although the form of the program has been altered at various times, the trend has been toward greater participation by the routemen's wives.

When a single element of a general situation is highlighted, there is a danger of appearing to present a disproportionate picture. In this respect it should be pointed out that Stork's emphasis on the routemen's wives is only a part of the complete program which has been operating successfully for several years.

The first moves in a planned training program were made shortly after the war when Mr. Lattin enrolled himself, his six routemen, and their wives in a 16-week evening lecture course on personality development. Each weekly two-hour session was conducted by a professional instructor who endeavored to point out the importance of maintaining a balanced attitude toward problems and situations in everyday life. The results of a course of this type are difficult to isolate, but Mr. Lattin feels the program materially improved the plant's

relationships with the customers. The diaper operator knew that his routemen had formed bad habits during the lush war years and wanted some device for jarring them out of their lethargy.

Three years ago the plant inaugurated weekly sales meetings scheduled on Monday evenings. Specific ideas for the session were provided by the firm's advertising agency. Mr. Lattin opened the conferences with a few specific remarks on selling and then led the group into a general open discussion. Previous to each meeting, a résumé of the material to be covered was mailed to the routeman's home. This letter also reported the man's current standing in the sales contest. The purpose here, of course, was to get the wife into the act.

More recently the role of the routeman's wife in the plant training program has been further extended. Currently the sales meetings are scheduled monthly and the wives regularly attend. The firm rents a hotel room and spreads a light supper of cold cuts or the like. Material for these meetings is based on the route training program prepared by the Diaper Service Institute of America. This presentation includes a series of manuals plus a phonograph recording which illustrates in dramatic form a number of sales suggestions. The record was played in its entirety when it was first issued in





Robert Lattin, owner of the Stork Baby Service, Detroit, poses beside one of his attractive trucks



February. At various meetings since then, certain sections have been re-run to highlight a specific point under discussion.

The plantowner reports that one of the most successful meetings scheduled during the past year was

presented to the routemen and their wives by the local telephone office. The program consisted of a film on telephone etiquette followed by a short talk on the same subject by a representative of the public utility. While Stork felt few of the routemen would handle calls from customers, the firm believed many of the points made for telephone courtesy could be readily adapted to the salesmen's relations with housewives on the route. The instruction for the wives was pertinent since a number of women handle telephone solicitation for their husbands. Obviously, it is easier for a woman to call a prospective mother than it is for a man. As a result of including the wives in the sales meetings, Stork has a valuable supplementary sales force that is always on the alert for prospective customers.

#### Men Must Be Sold on Training

Mr. Lattin feels that the average routeman is completely confident that he is doing the best job possible. The best training program in the world will fall flat unless the men are sold on its value. To accomplish this necessary job of persuasion, a special sales contest was scheduled at the beginning of the first sales sessions and the conferences were offered as a means of aiding the routemen in competing for the merchandise prizes. In this way the men could take the ideas presented at the meetings and put them to immediate work on their routes. Similar to many other plants, Stork found that positive results are the best means for selling a routeman on the value of sales training.

How about the men's current attitude to the program? Mr. Lattin admits that their reactions are often mixed and sometimes completely adverse. A few of the points brought out at the sales meetings are discarded by the route force as ridiculous. The Detroit plantowner stresses the importance of getting variety into the sessions and avoiding repetition.

Mr. Lattin treats his men as adults and he is enough of an adult himself to realize that nothing is ever all sweetness and light. In fact, when we interviewed him in Detroit, the last thought he left with us was, "Don't puff us up as something wonderful. Like everyone else we've tried plenty of things that backfired." In complying with Bob Lattin's request, we can close this report on his own deflationary note, but we'll still go on thinking that Stork has done a top flight job. ●

## DIAPER SERVICE

INSTITUTE OF AMERICA



This Manual has been prepared in order to Help you Serve and Service your route Wisely, Efficiently and Profitably.

### ROUTE MAN TRAINING MANUAL

DSIA manual contains many selling tips, suggests answers to objections





health of the business. That is, the boys get the needle. In most circumstances, however, the time devoted to the individual sales records is no longer than the few minutes it takes to hand them out.

The second item on the sales conference agenda usually consists of a talk by the sales manager. The talk may emphasize selling principles, explain plant practices, or report on new types of fabrics. Since last September many of the sessions have been built around the sales training bulletins issued by the American Institute of Laundering. When this type of meeting is planned, a résumé of the subject to be covered is mailed to reach the routemen three or four days in advance. At various times the course laid down by AIL has been sidetracked to permit emphasis on something of seasonal or local interest to the plant. In scheduling films for the meetings Dates has found that pictures prepared for other types of businesses often illustrate sales pointers which may be applied by the routemen. Seemingly the basic principles for selling motor cars, gasoline or a laundry bundle are pretty much identical.

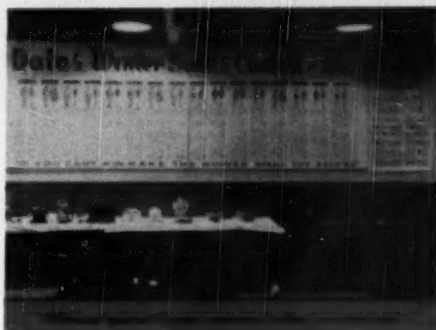
A number of devices—the AIL bulletins, movies, special lectures, etc.—are used to get variety into succeeding sessions. Frequently the sales manager brings a test bundle to the meeting, opens it in front of the men and discusses the quality of the various pieces. In the open forum the sales force may criticize the bundle and hear the explanation of the plant superintendent. Production heads from the laundry and dry-cleaning departments report on new problem garments so that the routeman is prepared to tell the customer why certain pieces may not be finished satisfactorily. The last half hour or so of the sales session is allotted to an open forum discussion. At times the meetings are topped off with a buffet supper.

#### Inter-Com Sales Hints

During a sales contest last year, Dates hit on a new method of approaching the routemen. A daily report on contest standings was broadcast the first thing in the morning over the intercommunication speakers in the cafeteria and the route loading room. To dramatize the program the assistant sales manager worked up a few short sketches on possible sales approaches. Later four recordings running five to ten minutes in duration were prepared to illustrate how the routeman can ask the housewife for laundry, drycleaning or some other type of service. The records were alternated over a period of four or five weeks. The broadcasts proved



"So what if you do have to work again? You shouldn't have given your men that AIL training course!"





## SALESMAN'S DAILY REPORT

By	Name	Week of:											
		MON	TUES	WED	THURS	FRI	SAT	SUN	TOTAL				
Stencil Calls Family													
Stencil Calls Other													
Active Customer Calls													
Classify Customer Calls													
Lost Customer Calls													
Inactive—Spec. Customer Calls													
Telephone Calls													
Solicitation Calls													
Deliveries													
Total Stops													
Stencil Calls Returned Family													
Stencil Calls Returned Other													
Active Bundles Received													
Classify Cust. Bundles Received													
Inactive—Spec. Bundles Received													
Lost Cust. Bundles Received													

Salesman's daily report for the entire week gives a complete picture of salesman's activities

agement feels are the four basic principles of good selling and then classifying the firm's activities under each heading. A brief outline of this type might read somewhat as follows:

1. Know your product. Sections of the sales meetings devoted to new fabrics or plant practice belong in this category. The training period for new men is also aimed in this direction.

2. See a lot of people. The regular procedure of calls on inactive customers, visits by the sales manager to the various territories, daily activity reports and the periodic recaps given to the routemen all point for top performance under this heading.

3. Ask them all to buy. In solicitation this is no problem, since the routeman is at the door for one purpose only. In seeking more business from old customers, the plant uses contests and seasonal promotions to get the salesman to ask for extra items. Stickers attached to bundles are designed more to remind the routeman than to sell the customer.



"That training material is O.K.! For once Charley forgot to tell us how he and old Dobbin used to sell laundry service!"

## RECORD OF SALES

Route # \_\_\_\_\_

Date \_\_\_\_\_ Period \_\_\_\_\_

Actual	Quote	+ or -	Last Year	+ or -
SALES ACTIVITY				
Stencils On				
Active On				
Stencils off to Lost Customer Card				
Active off to Lost Customer Card				
Loss				
Net Gain or Loss				
			TOT.	\$ SOLD
Solicitations				
Active Cards Called				
Active Cards Sold				
Inactive & Spec. Called				
Inactive & Spec. Sold				
Etc. as per Salesman				

REMARKS...

Sales records for each route are completed by office at end of four-week period and are given to routemen at the regular sales meeting

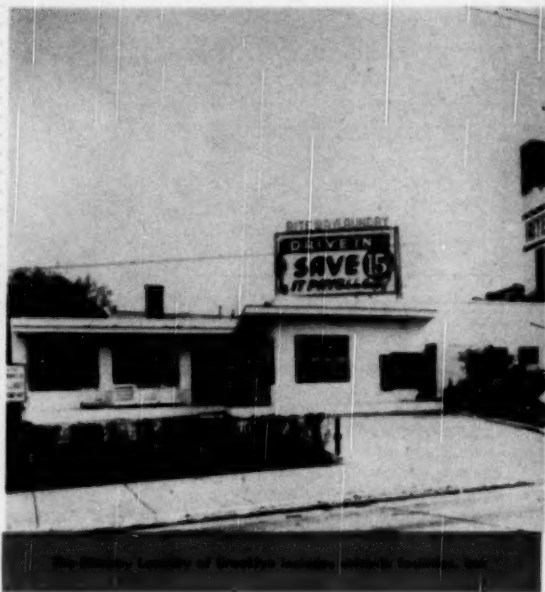
4. Use common sense. This might appear to be an impossible thing to teach, but actually this point covers a lot of little things about which the routemen may need to be reminded, such as, be neat, don't walk on the lawn, be tactful in approaching a prospect, shift your solicitation to fit the situation, etc.

And that pretty well sums up what Dates Laundry Service is doing in the way of route sales training. If this report doesn't explain to some small extent why the Kenmore plant is known as one of the best managed laundries in the country, the fault is ours, and ours alone. ●



# TRAINING THE RITEWAY

**Close Supervision, a Formal Course,  
And Monthly Meetings Are  
Combined into a Successful Program**



**T**HE Riteway Laundry and Drycleaning Company, Brooklyn, N. Y., has had good sales management for years. At one time or another they have used training courses, sales meetings, contests, and practically every type of routemen selling stimulant anyone ever thought about. After all these years of experience in one of the most competitive laundry markets in the country they have developed a sales training program which, they are sure, works best for them under the conditions in which they operate.

Nowadays they use a combination of three methods of routeman training at the same time. Once a year each routeman is put through a formal routeman's sales training course. Once a month all men attend a sales meeting. At the same time, each man is under very close supervision of a supervisor, an assistant sales manager, and A. Krieger, long-time sales manager of the Riteway. If any particular route needs attention, the routeman immediately gets individual help and direction. Mr. Krieger is sure that he gets better results more quickly by having a man sit down across the desk from him with undivided attention than in any other way.

He tells a story about one incident which effectively shows the benefits of this type of supervision and training. Mr. Krieger called one of the routemen into his office, and asked him to sit down and make himself comfortable. This routeman was told that sales were down, as he had noticed by his own route, that the Riteway didn't seem to be getting its share of new busi-

ness, and that conditions were rough. The routeman agreed to all of this. After getting him in the right frame of mind, Mr. Krieger told him the company was retrenching and that he was asking this fellow to take a reduction in pay of ten dollars a week.

Immediately the routeman started to give all the reasons why he should not have a cut. Among other things he pointed out the increased cost of living, the needs of his family, that they were going to have an addition soon, and every other possible reason why he should not have a reduction. The routeman wound up by offering some reasons why he should have more money—not less.

Then the sales manager told him that he had no intention of cutting his income, but that if the route continued at the same level, his pay would be cut that much or more, as all Riteway men are paid on a percentage of sales. The idea struck home at once. The routeman had just given all the reasons why he should mend his selling ways for his own good as well as the company's.

That story is repeated here not for the purpose of illustrating routeman training, but more to show how the Riteway handles their routemen. Mr. Krieger is of the opinion that similar conference sessions make it possible for him to keep the men selling laundry service to the very best of their ability.

First let's look at the formal training program that each routeman attends once a year for an eight-week



### 3. Your Job with Riteway and Your Future

#### A. Our firing line representative

#### B. A salesman supporting approximately 360 people —12 people per man

1. Get the most from old customers
2. Get new customers

#### C. You determine your income

The five routes in each group that take this course are selected because of their similarity. They cover the same type of territory. In that way they have more in common, and the solution of a problem for one is likely to solve a problem that has been bothering others in that group. It also stimulates competition among them.

To show how the above outline is presented a schedule of the meetings for one of the groups follows. Notice that it lists the subjects to be discussed and which member of the Riteway organization is responsible for the information and its presentation.

### ROUTEMAN'S SALES TRAINING PROGRAM

Routes 3,5,6,25,29

Meeting Scheduled	Subjects	Instructor
I. Wed., June 28	1. Objectives of the Program 2. The Laundry Business and its Potential 3. The Route Salesman's Job	B. Osterweil
II. Thur., July 6	A Trip Through the Laundry	R. Mazlish
III. Wed., July 12	Fabrics—Their Recognition, Characteristics, Processing	R. Mazlish
IV. Wed., July 19	How and Why We Offer More Than Competition	B. Osterweil
V. Wed., July 26	1. The Customer's Viewpoint 2. The Technique of Overcoming Objections	B. Osterweil
VI. Wed., Aug. 2	Running the Route Right	H. Cottam
VII. Wed., Aug. 9	1. A Trip Through the Drycleaning Plant 2. Selling Drycleaning	R. Mazlish B. Osterweil
VIII. Wed., Aug. 16	1. Canvassing 2. Summary of the Program	B. Osterweil A. Krieger

The textile educational part of the program makes good use of the bulletins and other information from both the American Institute of Laundering and the National Institute of Cleaning and Dyeing, which are available to all members. The Riteway feels that this information has been most helpful in getting their routemen to handle claims intelligently and still keep the customer happy. The men are able to recognize wear when the customer claims damage, and they diplomatically tell her so, even if they accept the article to bring into the plant. In this way they raise a doubt in the customer's mind about the justice of her claim.

The trips through the plant are self-explanatory. Here again it is much easier with the small group than it would be with all the routemen. The men feel they



period. The group is small; only five men at a time are put through the course. But before any meetings are held, management works out the objectives of the training and these are put down on paper.

### ROUTEMAN'S SALES TRAINING PROGRAM

#### MEETING I

- I. Objectives of the Program
  - A. To emphasize the importance of selling
  - B. To train routemen in sales techniques
  - C. To be sure each man is properly informed about our business
2. The Laundry Business and Its Potential
  - A. Present Volume—Nationally over \$800,000,000
    1. Yet only 37% of all families use laundry service
    2. Only 10% use completely finished service
  - B. General future of industry—bright
  - C. Riteway's position in the business
    1. Our reputation among other laundries
      - (a) Visitors
      - (b) Trade paper articles
      - (c) Colliers
      - (d) Equipment manufacturers' opinions
    2. Our product on a comparative basis
      - (a) Bundles we sent out
      - (b) Industry conferences—our production methods
      - (c) Whiteness and tensile strength retentivity

## RITEWAY

### SPORT CLOTHES SALE!

(starts July 10, ends July 22)

ANY AND ALL	BLOUSES		<b>44¢</b>	CAREFULLY DRY CLEANED AND FINISHED TO HIGH FASHION STANDARDS
	SKIRTS			
	SLACKS			
	SPORT SHIRTS			
	TROUSERS			
	SWEATERS			

Have your sport clothes ready for your  
routeman, or, for speedy pick-up.

CALL APplegate 7-8200

**RITEWAY**  
LAUNDRIES DRY CLEANERS

3319 ATLANTIC AVE., BROOKLYN 8, N. Y.

Postcard advertisements of this type not only do a selling job themselves, but lend valuable assistance to routeman solicitation efforts.

can ask questions, and management certainly knows that they can give each man more attention.

By the time the men have been through the course they have been brought up-to-date on all phases of their company and its product, the textiles and construction of the materials in their bundles, and on selling laundry service.

The monthly sales meetings are of a general nature. Timely sales ideas are discussed, seasonable items emphasized, and local conditions brought to the attention of the route crew. About every third meeting the men are allowed to bring up any subject they want to discuss. If it is quality, claims, unsatisfactory work, or anything else on the men's minds they have the opportunity to bring it on to the floor of the meeting. Supervisory personnel from the production department attend these meetings and if they can add anything to the discussion, they participate too. Sometimes they can explain a condition or give the reason for it to the satisfaction of the men, and sometimes they can't and they make a note to investigate the problem and correct it if possible.

The Riteway strongly believes in a powerful route supervisory setup. Each supervisor has seven routes in his group. He is selected because he was a good routeman. He must be able to out perform any of his men!

Any time he takes over a route, whether it is because of sickness or vacation, he will go to most any length to see that it is a better than average week. This corrects any impression the routeman may have about being asked to do the impossible. He knows that he will never be asked to do something that can't be done, and if he raises the question, the supervisor will take him out on his own route and prove to him that it can be done. This has built a healthy respect for the sales supervisors and the sales management.

Supervisors are paid on the sales from their group of routes, and if they beat the quota there is a bonus for them. Each supervisor trains his own new men. With such an incentive system it is easy to see why each supervisor is most anxious to see that a new man learns his job well and quickly so that he will reach standard as soon as possible. It relieves management of working out a breaking-in technique.

In addition to training courses, close supervision, and monthly meetings, Riteway has about three dinner meetings a year for their men. A nearby restaurant has a private dining room that is ideal for holding such meetings. These are not only social events, but they are always held for some particular purpose.

The laundry also uses other methods to teach their routemen. Rewards are given for a particularly good job; sometimes they are theater tickets for the man and his wife, or they may be an evening at one of the New York hotel dining rooms.

#### Contests Are Used

Contests are used at Riteway to stimulate sales. Mr. Krieger is of the opinion that they should not run more than six weeks and some have run only four. In these contests each man works against his own record or average; he does not compete against others on total sales. The man that makes the best record against his own quota is the winner. Prizes are in cash. The men were asked one time which they preferred, money or merchandise, and they decided for money. In this respect it must be remembered that Riteway offers high cash awards. One recent contest had prizes totaling \$2,000 for the men.

The Riteway is very sales conscious, all the way down the line from Louis Mazlish, the owner, to the porter. Robert Mazlish, general manager since his return from the Navy, is just as much for sales as any of the older men. It is easy to see why routemen training, meetings, and supervision of sales are of the best at Riteway. ●



# WASHROOM INFORMATION

## Standard Capacities

Maximum Pounds Dry Per Inch and Per Foot of Length

Diameter of Wheel	Per Inch		Per Foot	
	Metal	Wood	Metal	Wood
30"	2.00 lbs.	1.68 lbs.	24.0 lbs.	20.0 lbs.
36"	3.05	2.36	36.6	28.3
42"	4.17	3.40	50.0	40.8
44"	4.58	3.75	55.0	45.0
54"	6.88	4.80	82.7	57.6

Source: AIL

Knowing the maximum pounds of dry weight of soiled linens per foot or per inch of length, it is possible to obtain an approximate washer load limit. For instance, a metal wheel 36 inches in diameter will take 3.05 pounds per inch of length:  $3.05 \times 54 = 164.7$ , maximum load for a 36" x 54" washer. ●

## Wood Washers

In Dry Pounds of Clothes

Diam. of Wheel	Length of Washer										
	30"	36"	48"	54"	64"	72"	84"	96"	108"	120"	
30"	35	40	55	60							
36"		70	90	100	120	135	160	185			
37"		70	90	100	120	135	160	185			
40"		100	125	145	160	185	210				
41"		100	125	145	160	185	210			265	
44"			160	180	200	225	250	275			
48"					230	275	300			350	

Source: AIL

## Metal Washers

In Dry Pounds of Clothes

Diameter of Wheel	Pounds Per Cubic Foot	Length of Washer												
		36"	38"	42"	44"	48"	54"	64"	72"	84"	96"	108"	120"	126"
36"	4.0	85	89	100	104	113	127	151	170	197	226			
38"	4.0	94	100	110	115	126	141	168	189	221	252			
42"	4.5	130	135	150	158	173	194	231	260	302	346	390	433	453
44"	4.5	142	150	167	174	190	214	254	285	333	381	428	476	500
48"	4.5	170	179	198	210	226	254	301	339	395	452	509	565	595
54"	5.0	238	250	278	291	318	357	424	477	556	636	715	795	833
60"	5.0	294	310	343	360	392	441	523	589	687	785	883	982	1032

Source: AIL

Recommended loads for washwheels can be only approximate. The correct size of the load will vary with type of work being handled, the degrees of soil and individual plant conditions. Capacities given are meant to serve as a guide. The recommended loads are based on a sliding scale of from 4 to 5 pounds per

cubic foot. Maximum capacities given here are based on 5 pounds per cubic foot, although some manufacturers suggest that peak loads may run 5 pounds to 6 pounds per cubic foot, the latter, of course, for the largest size washers. ●

(Continued on following page)

## Dry Clothes

1. Occupy approximately 0.243 cubic feet per pound.
2. Weigh approximately 4.11 pounds per cubic foot.
3. Displace approximately 0.0125 cubic feet of water per pound.
4. Weigh approximately 0.033 pounds per square foot (single).
5. The correct load for a washer is approximately 5 pounds per cubic foot. For rough purposes, a washer will therefore be correctly loaded when it is about 80 per cent full of dry load. (Not packed down hard.)
6. Absorb approximately 0.3 gallons of water per dry pound. ●

## Wet Clothes

1. Occupy approximately 0.11 cubic feet per pound of dry clothes.
2. Weigh approximately 3.48 pounds per pound of dry clothes.
3. Weigh approximately 31.8 pounds per cubic foot.
4. Occupy approximately 0.0314 cubic feet per pound.
5. Contain approximately 9.12 pounds of dry clothes per cubic foot.
6. The correct load for a washer is approximately 5 pounds per cubic foot. For rough purposes, a washer will therefore be correctly loaded when it is about 55 percent full of wet load (with the washer drained). ●

(Continued from preceding page)

## Weight of Linen Supply Items Per 100 Pieces

	Pounds		Pounds		Pounds
Aprons	50	Mats, Bath, 80 1/2 x 29"	75	Spreads, 54 x 90"	200
Aprons, Bib	48	26 x 50"	200	90 x 100"	204
Butcher	50	Mats, Steamship Bath	122	Steamship 1/2	179
Hoover	100-106	Steamship Table	175	Steamship 3/4	212
Wash	32.2	Mattress Covers, Steamship	185	Steamship Full	262
Waist	32.2				
Bungalows	75	Napkins	11.1	Tablecloths	60
Bungalow Aprons	50	Table, 26 x 26"	16.6	S.S. Small	120
Blankets, Steamship	250	Steamship	15	S.S. Large	197
Caps	10	Overall Coats	106	Tidies	38
Cases, Pillow, 38 1/2 x 50"	43	Pants	150	Top, Table, 45 x 45"	50
Pullman Pillow	23.3			Towels, Barber	11.2
Cloths, Hand	25	Pants	100	Bath, 24 x 44"	75
Table, 70 x 70"	156	Steamship Waiters'	125	Face, 21 x 44"	28
Head Rest	16	Pullman Blankets	325	Glass, 17 x 33"	12.5
Coats, Short	106	Hand Towels	12.5	Glass	16.9
Butcher	225	Pillow Slips	22	Hand	15.9
Steamship Cooks'	125	Sheets	112	Individual	6.05
Steamship Waiters'	125	Rags	6	Kitchen	15
Steamship Butcher	225	Settee Covers, Steamship	125	Kitchen, 17 x 30"	18.8
Curtains, Steamship Shower	75	Sheets, 63 x 90"	133	Pullman	15
Doilies, Table, 11 x 11"	3.1	90 x 108"	228	Roller	42.6
Dresses	50	Pullman	112	Side, 17 x 34"	16.7
Dusters, Steamship	25	Steamship 1/2	122	Silver, 17 x 30"	35
Frocks	200	Steamship 3/4	138	Small	15
		Steamship Full	195	Soda	16.9
		Shirts	50	Steamship Barber	15
		Slips, Pillow	30.8	Turkish	47
		Steamship Pillow	33	Trousers, White	131
				Uniforms	100
				Unionalls	187
				Vests	50

Source: AIL

## Weight of Family Laundry Items Per 100 Pieces

	Pounds		Pounds		Pounds
Aprons, Ladies	50	Napkins, Cotton, 19 x 19"	8.5	Stockings, Silk (100 Pcs.)	7.5
Tea	90	20 x 20"	9.4	Golf (100 Pcs.)	10
Bath Mats	125	22 x 22"	11.4		
Blankets, Single Cotton	300	24 x 24"	13.5	Table Cloths, Cotton, 54 x 54"	70.6
Double Cotton	600	27 x 27"	17.3	63 x 63"	96.5
Blankets, Single Wool	400	Night Shirts	40	72 x 72"	126
Double Wool	600	Nightgowns	65	72 x 90"	158
Blouses, Boys'	35			90 x 90"	197
Cases, Pillow, 48 x 36"	33	Overalls	200	Table Covers, Cotton, 42 x 42"	55
45 x 36"	35	Pajama Coats	31	48 x 48"	72
38 1/2 x 50"	42	Pajama Pants	31	40 x 40"	75
Collars	3	Pants, Boys'	50	72 x 72"	168
Curtains	34	Robes, Bath	150	Towels, Bath, 18 x 36"	39.5
Cloths, Wash	4			18 x 40"	43.5
Doilies	6	Sheets, 50 x 90"	114	19 x 39"	45
Dresses, Child's	25	63 x 90"	133	21 x 42"	53.5
House	60	63 x 99"	146	22 x 40"	53.5
Night	34.5	72 x 90"	152	23 x 46"	64
Face Cloths	4	72 x 99"	164	25 x 48"	73
Handkerchiefs, Men's	3.3	72 x 108"	183	25 x 50"	76
Handkerchiefs, Ladies'	1.7	81 x 90"	171	29 x 55"	97
Hose, Men's (100 Pcs.)	10	81 x 108"	185	Towels, Face	18
Jumpers	100	90 x 99"	205	Trousers	131
Laundry Bags	75	90 x 108"	209	Tray Cloths	25
Mattress Covers	200	90 x 108"	228		
Mats, Bath	125	Shirts, Men's	50	Undershirts, Men's Light	18.5
Napkins, Cotton, 16 x 17"	6.4	Shirts, Men's Dress	75	Men's Heavy	34.5
18 x 18"	7.6	Shirts	75	Undershirts, Men's Light	15
		Shirts	75	Men's Heavy	35
		Spreads, 72 x 90"	347	Ladies' Heavy	30
		72 x 104"	400		
		80 x 90"	385	Unionsuits, Light	30
		86 x 104"	478	Heavy	100
		90 x 90"	433	Undervests, Ladies'	20
		90 x 96"	462		
		100 x 104"	556		

Source: AIL



Gallons of Water at Various Depths in Metal Washers

Size	Inches Above Bottom of Cylinder											
	1	2	3	4	5	6	7	8	9	10	11	12
30 x 30	6	9	12	16	20	24	28	32	37	42	47	52
36 x 36	6	10	15	20	25	30	36	42	48	55	62	68
36 x 34	10	16	22	29	36	44	52	61	70	80	90	98
36 x 64	12	18	25	32	42	52	62	71	82	92	103	114
42 x 36	7	11	16	21	27	33	40	46	53	60	67	75
42 x 34	10	16	22	30	39	47	56	66	76	86	96	107
42 x 64	12	19	26	36	46	56	66	77	89	100	112	125
42 x 72	14	21	30	41	52	62	74	86	98	111	125	140
42 x 84	15	24	35	46	57	70	85	100	114	130	145	162
42 x 96	17	27	39	51	65	80	97	113	129	147	165	182
44 x 36	8	12	17	23	28	34	42	48	55	62	69	76
44 x 34	11	17	24	32	42	50	60	69	79	89	100	110
44 x 60	14	19	27	35	45	54	65	76	87	98	110	122
44 x 72	16	23	32	42	53	63	76	88	102	116	130	143
44 x 84	18	26	37	49	62	76	89	103	118	134	150	167
44 x 96	20	29	42	55	70	84	100	117	134	152	170	188
44 x 108	22	32	47	62	78	95	112	132	150	170	191	211
44 x 120	24	35	50	68	87	105	125	145	167	187	210	233
54 x 84	18	32	40	52	67	82	98	115	132	148	166	185
54 x 96	20	34	45	60	76	94	112	139	150	170	190	210
54 x 108	22	36	50	67	85	104	124	145	165	186	212	234
54 x 120	24	39	56	75	95	114	136	160	184	206	234	258

## Wood Washers

Size	1	2	3	4	5	6	7	8	9	10	11	12
30 x 30	4	6	8	11	14	17	21	24	28	32		
30 x 36	5	7	9	12	16	20	24	28	33	37		
30 x 48	6	9	12	16	22	27	32	37	43	49		
36 x 36	7	10	14	18	23	28	33	39	44	49	55	60
36 x 48	9	13	18	24	30	36	43	49	56	63	70	77
36 x 54	10	15	20	27	34	41	48	56	64	72	80	89
42 x 34	17	23	30	38	46	54	63	73	83	93	102	112
42 x 60	20	27	34	43	52	62	73	83	96	106	117	128
42 x 70	22	29	38	48	58	70	81	93	105	118	130	142
42 x 84	26	35	45	57	70	83	95	110	123	137	152	166
42 x 94	29	40	52	63	77	92	106	122	139	156	173	190
44 x 54	13	18	24	31	38	45	54	62	71	80	89	97
44 x 72	16	24	32	41	51	61	71	82	92	106	118	131
44 x 84	19	27	37	48	60	71	83	95	109	122	137	153
44 x 96	22	31	42	54	66	80	92	108	123	139	156	173
44 x 108	25	34	46	60	74	88	104	120	137	152	172	192
44 x 120	28	38	52	66	82	98	115	133	152	168	192	212
54 x 126	58	73	92	112	126	156	180	202	228	252	278	304

Source: AIL

Tables indicate gallons of water added after saturation of load to obtain various gauge readings. The table may be used to find the volume of water required for any washing cycle. Dry clothes absorb between one-third and one-fourth of a gallon of water per pound. A 36 x 54 metal washer, 165 pound load, using a formula of 4 suds at 3 inches and 5 rinses at 9 inches will require

a total of 493 gallons of water or roughly 3 gallons per pound—

Absorption  $\frac{1}{3}$  gal. per lb.  $\frac{1}{3} \times 165 = 55$  gals.

Suds 4 x 22, gals. at 3 inches = 88 gals.

Rinses 5 x 70, gals. at 9 inches = 350 gals.

Total water required = 493 gals.

$493 \div 165 = 2.98$  gals. per pound ●

## Pipe Sizes Required

Washer Diameter	Size of Water Pipe
24" to 28"	1 inch
30" to 40"	1½ inches
36" (wood)	2 inches
36" x 36" to 72" (metal)	2 to 2½ inches
40" to 44" (wood)	2 inches
42" x 36" to 72" (metal)	2 to 2½ inches
42" x 84" or longer (metal)	2½ inches
48" x 60" (metal)	3 inches

Source: AIL

Washer inlet and outlet water connections should be capable of filling and emptying the wheel at maximum water heights in less than one minute. A 42" x 84" metal washer should fill to 10 inches—130 gallons—in about one minute. ●

## Washer Revolutions Per Minute

Dependent On Rib Height

Diameter of Wheel	Height of Ribs							
	2'	3'	4'	5'	6'	7'	8'	9'
24"	37	34						
28"	37	33	30	27				
32"	37	33	30	27	24			
36"	37	33	30	27	24	22		
42"	36	32	29	26	24	22	20	19

Source: AIL

Washer speeds should be from 220 to 330 feet per minute dependent on the height of ribs. With an increase in rib height, fewer revolutions per minute are required to carry load to point of drop. ●



# STARCHING DATA

## Proportions

To Prepare	6 Ounces To A Gallon	7 Ounces To A Gallon	8 Ounces To A Gallon	9 Ounces To A Gallon	10 Ounces To A Gallon	11 Ounces To A Gallon	12 Ounces To A Gallon	13 Ounces To A Gallon
5 gals.	1 lb. 14 oz.	2 lb. 3 oz.	2 lb. 8 oz.	2 lb. 13 oz.	3 lb. 2 oz.	3 lb. 7 oz.	3 lb. 12 oz.	4 lb. 1 oz.
10 gals.	3 lb. 12 oz.	4 lb. 6 oz.	5 lb. 0 oz.	5 lb. 10 oz.	6 lb. 4 oz.	6 lb. 14 oz.	7 lb. 8 oz.	8 lb. 2 oz.
15 gals.	5 lb. 10 oz.	6 lb. 9 oz.	7 lb. 8 oz.	8 lb. 7 oz.	9 lb. 6 oz.	10 lb. 5 oz.	11 lb. 4 oz.	12 lb. 3 oz.
20 gals.	7 lb. 8 oz.	8 lb. 12 oz.	10 lb. 0 oz.	11 lb. 4 oz.	12 lb. 8 oz.	13 lb. 12 oz.	15 lb. 0 oz.	16 lb. 4 oz.
25 gals.	9 lb. 6 oz.	10 lb. 15 oz.	12 lb. 8 oz.	14 lb. 1 oz.	15 lb. 10 oz.	17 lb. 3 oz.	18 lb. 12 oz.	20 lb. 5 oz.
30 gals.	11 lb. 4 oz.	13 lb. 2 oz.	15 lb. 0 oz.	16 lb. 14 oz.	18 lb. 12 oz.	20 lb. 10 oz.	22 lb. 8 oz.	24 lb. 6 oz.
35 gals.	13 lb. 2 oz.	15 lb. 5 oz.	17 lb. 8 oz.	19 lb. 11 oz.	21 lb. 14 oz.	24 lb. 1 oz.	26 lb. 4 oz.	28 lb. 7 oz.
40 gals.	15 lb. 0 oz.	17 lb. 8 oz.	20 lb. 0 oz.	22 lb. 8 oz.	25 lb. 0 oz.	27 lb. 8 oz.	30 lb. 0 oz.	32 lb. 8 oz.
45 gals.	16 lb. 14 oz.	19 lb. 11 oz.	22 lb. 8 oz.	25 lb. 5 oz.	28 lb. 2 oz.	30 lb. 15 oz.	33 lb. 12 oz.	36 lb. 9 oz.
50 gals.	18 lb. 12 oz.	21 lb. 14 oz.	25 lb. 0 oz.	28 lb. 2 oz.	31 lb. 4 oz.	34 lb. 6 oz.	37 lb. 8 oz.	40 lb. 10 oz.

## Sizes of Starch Granules (In Microns)

	Raw Starch		Swollen Starch	
	Length	Width	Length	Width
Potato	50.3	33.0	324.8	200.7
Canna	63.5	43.5	279.9	221.5
Corn	13.8	12.1	59.9	49.7
Wheat	13.5	11.2	70.0	56.9
Rice	5.7	4.8	10.5	8.8
Dasheen	4.1	3.3	9.3	7.5

Source: U. S. Dept. of Agriculture

In either raw or swollen state, rice and dasheen produce smaller starch granules than do potatoes, corn or wheat. Larger sized granules tend to promote a surface coating on fabrics. Rice and dasheen starch show greater penetration and heavier stiffness than starches from other sources. ●

## Preparation of Starch

The use of all-cooked starch for sizing shirts in the wheel is recommended because cooked starch gives work a better feel and finish, more uniform results and less is required than if starch is used raw.

Prepare the thin boiling, non-congealing starch on the basis of 8 oz. per finished gallon—the semi-thick boiling starch on basis of 5 oz. per finished gallon. ●

## Amount of Starch

Following is a table showing amount of starch to use in preparing given quantities of cooked starch on the basis of either eight ounce or five ounce per finished gallon:

To Make	At 8 Oz. Per Gal.	At 5 Oz. Per Gal.
10 gal.—use	5 lbs.	3 lbs. 2 oz.
15 gal.—use	7½ lbs.	4 lbs. 11 oz.
20 gal.—use	10 lbs.	6 lbs. 4 oz.
25 gal.—use	12½ lbs.	7 lbs. 13 oz.
40 gal.—use	20 lbs.	12 lbs. 8 oz.
50 gal.—use	25 lbs.	15 lbs. 10 oz.

When preparing starch, always:

1. Weigh starch and measure water accurately. Do not guess.
2. Boil starch fairly hard for twenty minutes, counting time from moment boiling actually starts.
3. Check valves on starch cooker to make sure they do not leak and thus cause the starch solution to thin out.
4. Keep starch cooker and all containers clean to prevent souring.
5. Do not "build up" starch; make fresh starch and add old starch to it. ●

## Methods of Sizing Shirts in the Wheel

There are three methods by which shirts may be completely sized in the wheel:

1. Size in the wheel in which shirts have been washed, during the last rinse or blueing process. The water level is dropped to three inches in the inside cylinder and the required amount of starch added to the wheel while in motion.
2. Size in the wheel in which shirts have been washed but after washing process has been completed, water is drained from wheel, the wheel is stopped and opened and the required amount of starch is poured directly over the shirts.
3. After washing process has been completed shirts are pulled, extracted and transferred to separate wheel. Procedure from here on is same as in No. 1 method described above.

Method No. 1 is standard practice in the great majority of laundries sizing shirts completely in the wheel. It is recommended because of the time and labor it saves, and the higher degree of uniformity of work it assures. ●

## Procedure for Sizing Shirts Complete in the Wheel

1. Have three inches of water in inside cylinder of wash wheel.
2. Use one gallon full strength starch to each 25 to 35 shirts—on an average three gallons (one 12 qt. pail) to each one hundred shirts.
3. Add required amount of starch to the wheel during last rinse or blueing process, while wheel is in motion and turning toward you. Run load for a full ten minutes.
4. Increase or decrease the amount of starch used, if necessary, to meet local conditions or special requirements as to weight and body of shirt work.
5. When shirts are washed in nets figure each net as two shirts and make proper allowance for amount of starch to be used.
6. After starching, extract shirts until just a trace of water comes from the extractor. Time required will depend on speed of extractor and weight of load. Iron directly on press machine.
7. Colored shirts require 10% to 15% less starch than white shirts, so if washed separately, use proportionately less starch than recommended above. It is recommended therefore that white and colored shirts be sized separately whenever possible. ●

# EXTRACTOR AND TUMBLER DATA

## Extraction Data

(80% of Water Removed in Extraction)

Type	Basket Volumes		Weight of Loads, Pounds		
	Diameter	Cubic Feet	Dry Weight Load	Weight Before Extraction	Weight After Extraction
Solid curb	20"	1.73	25	87.5	37.5
	24"	2.91	40	140	60
	26"	3.31	50	175	75
	28"	4.29	60	210	90
	30"	5.60	70	245	105
Open top	40"	12.3	145	507.5	217.5
	48"	19.1	230	805	345
	60"	32.4	380	1330	570
	72"	46.8	550	1925	825

Source: AIL

An efficient extractor should remove roughly 70 percent of the water in the load. Under-extraction produces wet material, resulting in delays and added costs in the finishing department. When the amount of moisture retained in the load reaches 50 percent of the load's dry weight, it is no longer economically feasible to continue extraction—that is, a dry load of 70 pounds should weigh approximately 105 pounds on leaving the extractor: 70 pounds dry weight plus 35 pounds retained moisture = 105 pounds. The above table assumes 2.5 pounds of water absorbed by each dry pound of clothes—an average figure. Extraction is continued until moisture retained is equal to 50 percent of dry weight; in this case 80 percent of the water is removed. Weighing a load of known dry weight before and after extraction, a laundry operator can readily check the efficiency of his extractors. ●

## Kilowatt Hours

(To Run Extractors a Given Time in Minutes)

Time In Minutes	Extractor Diameters						
	20"	24"	26"	28"	30"	40"	48"
1	.042	.050	.071	.083	.095	....	....
2	.048	.069	.082	.095	.108	....	....
3	.055	.079	.092	.107	.122	....	....
4	.062	.088	.103	.119	.135	.46	.65
5	.069	.097	.114	.131	.149	.50	.70
6	.075	.106	.125	.143	.162	.54	.75
7	.082	.116	.135	.155	.175	.58	.80
8	.089	.125	.146	.167	.189	.62	.85
9	.095	.134	.157	.179	.202	.66	.90
10	.102	.144	.167	.192	.216	.70	.95
11	.109	.153	.178	.204	.229	.74	1.00
12	.115	.162	.189	.216	.242	.78	1.05
13	.122	.171	.199	.228	.256	.82	1.10
14	.129	.181	.210	.240	.269	.86	1.15
15	.135	.190	.221	.252	.283	.90	1.20
16	.142	.199	.232	.264	.296	.94	1.25
17	.149	.209	.242	.276	.309	.98	1.30
18	.155	.218	.253	.289	.323	1.02	1.35
19	.162	.227	.264	.300	.336	1.06	1.40
20	.169	.237	.275	.312	.350	1.10	1.45

Source: AIL

The table records kilowatt hours required for extractors of various sizes at increasing running times. A 48" machine draws 1.45 K.W. hours for a 20 minute extraction period; at 2 cents a K.W. hour the power cost is 2.9 cents for the load. ●

## Extractor Speeds and Centrifugal Force

Type	Size Basket Diameter	Basket Speed		Centrifugal Force Lbs. Exerted on Each Lb. of Water	
		Regular R.P.M.	High R.P.M.	Regular	High
Open top	40"	850	....	410½	....
	48"	750	....	384	....
	60"	550	....	258	....
	72"	450	....	201	....
Solid curb	90"	1500	2000	640	1132½
	24"	1300	1700	580	980
	26"	1200	1600	532	966
	28"	1100	1500	480	896
	30"	1000	1320	426	742

Source: AIL

Extractor revolutions per minute and pounds of centrifugal force decrease with increasing capacities. Heavier loads require longer extraction periods, although the periods required will vary with atmospheric conditions and class of work handled. Wet wash should run about 10 to 12 minutes in a 30" extractor and 15 minutes in a 48" extractor. ●

## Releasing Suction

Safe pulling of clothes from centrifugal extractors can be accomplished with ease if a strip of cover duck three or four inches wide is placed across the entire bottom and up the sides of the basket before the load is put in. Give one end of this strip a pull and the suction created by the centrifugal action will be released with no strain on garments or nets. This suction is always heavy and garments should always be released from it, then lifted out. To "pull a load" shouldn't be taken literally. ●

## Tumblers

(Loads, Steam and Electrical Consumption)

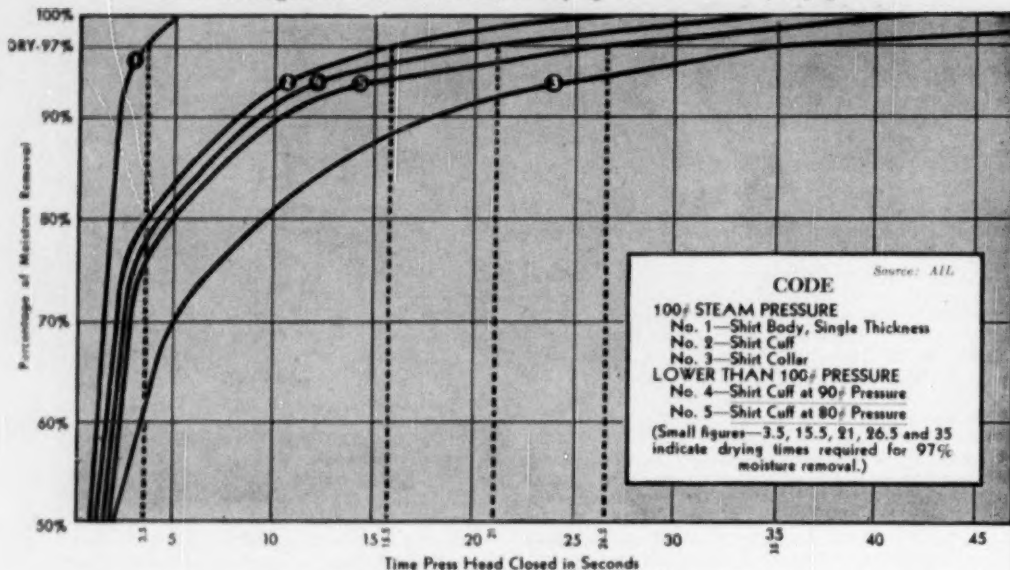
Type	Size	Per Load			Per Hour (Two Loads)		
		Dry Load, Pounds	K.W. Hours	Pounds Steam	Dry Load, Pounds	K.W. Hours	Pounds Steam
Open End	26 x 18	20	.11	22	40	.23	44
Open End	36 x 24	26	.15	29	52	.30	58
Utility	36 x 30	32	.35	30	64	.70	60
Utility	36 x 38	52	.56	48	104	1.12	96
Utility	36 x 36	40	1.15	80	80	2.30	160
Utility	36 x 48	55	1.70	110	100	3.40	220
Utility	42 x 42	70	.93	82	140	1.86	164
Utility	42 x 60	100	1.35	117	200	2.70	234
Utility	42 x 90	150	2.00	175	300	4.00	350
Utility	42 x 120	200	2.70	233	400	5.40	466

Source: AIL

Capacities, power consumption and steam requirements for tumblers of various sizes are important in planning future expansions or computing costs. A 42 x 90 tumbler requires 175 pounds of steam per load and at two cents a K.W. hour will produce 150 pounds of clothes at a power cost of four cents. ●

## FINISHING DATA

Chart Showing Effect of Steam Pressure on Drying Time for Laundry Equipment



Establishing 97 percent moisture removal as proper for actual laundry operation, the chart indicates the importance of adequate steam pressure at the equipment in promoting speedy and effective drying. Note for example, that at 80 pounds pressure, drying time of 26.5 seconds for a shirt cuff is 70.9 percent greater than the time of 15.5 seconds at 100 pounds pressure. Presses used in these tests were covered with new padding. Inadequate padding retards drying time as much as 3 percent of moisture removal for a definite interval of time. For example, using new padding, 97 percent of the moisture was removed from cuffs in 13.5 seconds at 100 pounds pressure. Using old padding, about 94 percent of the moisture would have been removed in the same interval of time and a similar working steam pressure.

### Approximate Flatwork Ironer Production Pounds Per Hour

Based on not over 50% retention; 100 lb. steam; good trap system

Type		Float Roll W.A. & Flat	Family Flat Net Ident.	Family Flat Full Ident.	Commercial Flat Sheets, Cases, Etc.
Chest	8 roll	300-330 lbs.	400-485 lbs.	465-530 lbs.	530-665 lbs.
	6 roll	225-250	300-350	350-400	400-500
	4 roll	150-165	200-235	235-270	270-335
	2 roll	75-85	105-120	120-140	140-175
Double Cylinder	30"	175-190	230-270	270-310	310-385
	24"	115-130	155-180	180-205	205-255
Single Cylinder	48"	160-175	210-245	245-280	280-350
	100" x 16"	37-41	50-58	58-66	66-82

*Source: ALL*

### Approximate Flatwork Ironer Production Sheets Per Minute

Feeding selvage first, allowing 1 foot between each sheet, 2/3 and full apron speeds, steam at 100 lbs. pressure, 100 per cent quality

Type		54" Sheets		63" Sheets		72" Sheets		81" Sheets		90" Sheets	
		2/3	Full	2/3	Full	2/3	Full	2/3	Full	2/3	Full
Handy			2.00		1.76		1.57		1.42		1.29
	2 roll	2.00	4.00	1.76	3.52	1.57	3.14	1.42	2.84	1.20	2.39
Chest	4 roll	4.84	7.28	4.28	6.40	3.81	5.72	3.45	5.17	3.14	4.71
	6 roll	7.28	10.90	6.40	9.80	5.72	8.57	5.17	7.75	4.71	7.07
	8 roll	9.80	14.55	8.64	12.80	7.70	11.42	6.97	10.32	6.36	9.40
	24"	7.28	10.90	6.40	9.60	5.72	8.57	5.17	7.75	4.71	7.07
Double Cylinder	30"	7.28	10.90	6.40	9.60	5.72	8.57	5.17	7.75	4.71	7.07
	48"	7.28	10.90	6.40	9.60	5.72	8.57	5.17	7.75	4.71	7.07
Single Cylinder	16" x 100"		2.73		2.40		2.14		1.93		1.77

*Source: ALL*

# PRODUCTION STANDARDS

**B**ECAUSE they are the heart of any wage incentive plan, operator production standards are at once the point of highest importance and greatest vulnerability. Production standards for a particular job at a particular plant can be determined only by time studies conducted for that job at that plant.

"Standard production is the rate at which a normal average worker performs at an average rate of speed

under average working conditions and, as a result, produces an average daily production of average quality. This rate may be expressed in the number of units of output an hour or in the number of hours to produce 100 units."\*

Although it is impossible to create a single, inflexible set of standards for all laundries, the figures here are helpful as guides for rough estimation or comparison. ●

## Washroom

Washing and Extracting Crew	Standard Hours Per 100 <sup>†</sup>	Pounds P. O. H.
3	.330	300
3	.385	260
2	.446	224
3	.398	251
4	.359	279
2	.333	300
3	.357	280
2	.287	349

Washroom production standards are difficult to establish even with good time study. In this department the standards differ widely between plants because of substantial differences in equipment, machine loading and workflow. The following table indicates standards determined in average plants washing principally family work. ●

## Assembly and Dispatching

### Production P. O. H.

Fugitives netted, Damp Work packed in cloth bags or packed in wrapping paper. No walking in dispatching work to other departments	200 lbs.
Fugitives pinned, Damp Work packed in paper bags, in dispatching work operators walk to other departments	160 lbs.
Wrapping Damp Wash and Thrifty, each operator takes down own work	80 bundles
Hanging only—Fugitives netted	475 lbs.
Fold and wrap Damp Wash & Thrifty Wearing Apparel	100 lbs.
Hang, take down and wrap, no folding, pinned Rough Dry Wearing Apparel	100 lbs.

## Tumblers

Tumbler Size	Capacity	Time
36" x 18"	90 lbs.	30 min.
36" x 24"	96 lbs.	30 min.
36" x 30"	32 lbs.	30 min.
36" x 36"	52 lbs.	30 min.
42" x 42"	70 lbs.	30 min.
42" x 90"	150 lbs.	30 min.
100 pounds per operator per hour		
Fold and Wrap (Rough Dry Wearing Apparel)—		
750 pieces or 560 pounds per operator per hour		
Fold Bath Towels (24" x 44")		

A bulk system permits greatest production. Usual time for a tumbler load is 25 to 30 minutes. One

operator can usually handle three or four small open-end tumblers—loading, unloading, folding and stacking. For the complete operation a worker should produce about 100 pounds per hour at standard, doing the tumbling and folding, using four tumblers. ●

## Sort, Check and Wrap

### (Production Per Operator Per Hour)

Flatwork—40 bundle lot—1 girl	
sort and check only Fantom Fast	365 pieces
Flatwork—100 bundle lot—4 girls	
sort, check and wrap, black marks	350 pieces
Flatwork and W. A.—40 bundle lots—1 girl	
sort, check and wrap, black marks	300 pieces
Flatwork and W. A.—100 bundle lots—1-10 girls,	
sort, check and wrap, black marks	200 pieces
Wearing Apparel	135 pieces
Wrap shirts, wearing apparel	30-50 bundles

## Press and Hand Touchup Standards

Type of Equipment	Pressing Points	Hand Touchup Points
2 Small Mushroom and 1 Large Press	100	100
1 Small Mushroom, 1 Pants Topper and 1 Large Press	100	100
2-No. 165 Presses	100	60
2-51" Presses	100	60
2-5138 Presses	100	60
2-51" x 38" Presses	100	60
1 Mushroom and 2 Large Presses	100	85 to 100
If the principal press is a flat or square		
back press	100	50
If largest press in a unit is a 38" press	60 to 85	60

All standards in either case of pressing or hand touchup are for one operator working alone, doing no folding and being served by a service operator. 100 points represents one standard hour for producing 100 units.

If net identification is used, a deduction of 10 percent on press standards must be made. If garments are segregated to obtain press specialization, an increase of 10 to 15 percent of press standards is to be added. For hand touchup without spray iron, points should range from 80 to 90. (Continued on following page)

\* AIL Special Report No. 141, "Wage Incentives for Power Laundries."



(Continued from preceding page)

Service operator should be able to serve five operators (standard production—500 points).

Heavy work ..... 20 to 25 pounds

Light work ..... 8 to 10 pounds

Pressing alone ..... 10 to 14 pounds •

## Shirt Production

No. Operators	Description	Shirts P. O. H.
2	Individual collar and cuffs in tandem—fast operators on piece rates. Wide bosom equipment	24
3	Wide bosom equipment	14
6	Wide bosom equipment	16
6	Wide bosom equipment	24
7	Latest bosom equipment. Includes operator on collar pole	14½
8	No collar pole	16
3	Narrow bosom equipment	12
3		
6	Narrow bosom equipment	12
8		
2	Old type collar attached and neckband	15
2	Above, budget bundle quality	20
2	Above, good quality, collar attached only	20
2	Above, good quality, neckband only	12

## General Shirt Standards

	Shirts P. O. H.
Completely Machine Finished, New Modern Equip.	25
Gussets Hand-Touched, Unit includes Collar and Cuff, Sleeve, Bosom and Body Yoke Presses	20
Gussets, Yoke and Shoulders Hand Touched, Unit includes Collar and Cuff, Bosom and Body, and Sleeve Presses	17

## Identification Production

(In Pounds or Pieces Per Operator Per Hour)

Identification Dept.	Type of Bundles	Standards
Netting & Classifying	Damp Wash and Thrifty	240 lbs.
	Rough Dry and Finished Family (Deduct 25 lbs. for listings)	165 lbs.
	Damp Wash, Thrifty, Rough Dry and Finished Family (Deduct 25 lbs. for listings) (Using A.I. Identification Table)	200 lbs.
Bagging	White Work, Pin Color for Pocket Washing	250 lbs.
Counting	Commercial	350 lbs.
	Linen Supply	1000 pieces
Marking—Pen & Ink	Bundle Work	200 pieces
	Rough Dry and Finished Family	400 pieces
	Bundle Work, Rough Dry and Finished Family	300 pieces
Marking—Machine	Bundle Work	225 pieces
	90 lbs.	90 lbs.
	Rough Dry and Finished Family	425 pieces
Marking—Machine	Bundle Work, Rough Dry and Finished Family	325 pieces
	Bundle Work	250 pieces
	25 bundles	25 bundles
Marking & Listing Machine	Rough Dry and Finished Family	450 pieces
	Bundle Work Finished Family	350 pieces
Marking Label Listing Machine	Bundle Work Finished Family	350 pieces
American Clip System	Finished Family	140 lbs.
Fantom Fast System	Rough Dry and Finished Family	400 pieces
Marking—Dry Cleaning	Take Off Buttons, No Cuff	50 pieces
	Dusting	35 pieces
	Take Off Buttons, Measuring	35 pieces

NOTE: Figures are with bundle Operator. If none is used, deduct 10%.

## Family Bundle Breakdown

In computing the work load of a plant, it is necessary to know the number of incoming bundles, the average bundle content, and standards for each item.

A few years ago a study was made of the number of common wearing apparel pieces in 2,490 family bundles, shirts and flatwork not included. Percentages of the total number of pieces are shown below.

Items	Percent
Pajama Pieces	19.0
Shorts	17.5
Undershirts and Vests	13.6
Dresses (Women's)	7.9
Aprons	6.4
Unionsuits	4.9
Slacks, Trousers	4.7
Bloomers, Panties	4.4
Blouses (Women's)	4.0
Belts	3.8
Nightshirts and Gowns	3.2
Slips and Petticoats	1.9
Uniforms	1.22
Skirt or Pants (Child's)	1.22
Dresses (Child's)	1.20
Skirts	1.0
Blouses (Child's)	0.8
Sweaters and Polos	.72
Brassieres, Halters	.57
Kimonos	.55
Overalls	.40
Playsuits and Rompers	.29
Chemises	.28
Smocks, Gowns	.23
Coats	.14
Neckties	.09

Items such as play clothes and overalls vary considerably throughout the country. It is important, therefore, that individual samplings be made. •

## Wearing Apparel Points

Men's Garments	Uniforms and Supply
Shirts, long sleeve	3.5
Shirts, polo	2.6
Shirts, sweat	1.4
Overalls	4.2
Coveralls	7.2
Coveralls, pants crease	11.9
Work pants	5.4
Wash pants, linen	6.2
Wash coats	7.3
Wash vests	1.7
Wash ties	1.9
Shorts	1.8
Shirts (under), wet	1.1
Undershirts, tumbled	.6
B. V. D.	3.1
Jockey shorts	.8
Long underwear	3.3
Nightshirts	3.2
P.J. trousers	2.1
P.J. coats, open	2.8
P.J. coats, closed	2.1
Ladies Garments	
Dresses, plain	3.8
Dresses, fancy	5.5
Sport shirts or blouses	3.0
Aprons, waist	1.0
Aprons, open neck tea	2.0
Aprons, closed neck tea	3.0
Wash coats	4.6
Slacks	2.0
Slacks	4.4
Night gown	3.2
Slips	1.8
Panties	1.6
Long underwear	3.3
Brassieres	1.4
Garments	
Uniforms, plain	6.8
Uniforms, fancy	8.4
Aprons, waist	1.0
Aprons, butcher or bib	1.8
Coats	4.5
Vests	1.7
Jackets	3.6
Frocks	5.8
Work pants	5.4
Caps, covers	1.3
Caps, soda	.9
Caps, chefs and grocery	1.4
Caps, nurses	1.1
Head bands	.6
Chair bands & ldy. bags	.7
Miscellaneous	
Belts	.5
Handkerchiefs, sor, small flat	.7
Collars and cuffs (each)	.6
Puff caps	.5
Puff or press shoulders	.9
Covers, cushion	1.9
Covers, chair	9.9
Covers, divan	11.5
Bath or beach robe	3.6
Tablecloth	5.1
Children's Garments	
Boy's pants	2.5
Boy's long trousers	4.1
Boy's blouse	2.6
Child's washcoats	4.2
Child's bathrobe	2.0
Child's dress	2.8
Child's panties	1.0



## Flatwork Standards

One eight-roll ironer handles all small pieces and is equipped with a stacker. A small conditioning tumbler is used for small pieces such as napkins and barber towels; the tumbler operator's time is charged to the crew. The other eight-roll ironer is equipped with a folder and handles only sheets and tablecloths. No shakeout tumbler is used. On commercial sheets, no attention is paid to what side of the sheet gets ironed, and the machine is run at about 80 feet per minute. Two operators lay the sheets out, two feed and one folds. One

stacker takes care of tying, weighing and recording for both machines.

Family sheets are run at about 68 feet per minute and must be ironed on the right side. On small tablecloths, each feeder works independently. Although the folding machine works in two lanes and folds tablecloths fed in this way, two operators are needed on folding. With the regular five-girl crew, the one operator available for preparing the tablecloths is unable to keep up with the rest of the crew. A sixth operator must then be added, or one feeder and folder must come back and prepare pieces in advance. ●

## Typical Flatwork Standards

Shaker	Feeder	Crew		Ironer	Av. Wt. per Bdl.	Mach. Speed	Std. Hours. for 100 lb.	Lbs. Op. Hour
		Folder	Backup					
2	2	2	1	Family	9.5		2.63	38
2	2	2	1	6R-120'			2.25	45
2	2	2	1	6R		20'-40'	2.85	35
2	2	3		Willey Chest Type		21'-32'	2.272	44
1	2	2	1	BR-120'	5.97	32'	2.91	34.3
2	2	2	1	6R-110'	7.6	37'	3.33	30
1	2	2	1	2-30' Willey 120'	6.7	52'	2.70	37
2	2	2	1	6-Roll	7.8	42'	2.70	37
1	3	3		6-Roll 120'	7.9			33.2
1	2	2			7.9			41.8
	2	2		4-Roll American	Lot 60.6#	15'-24'	1.923	52
				6R-Watts 120'	7.5		2.448	41
1	3	3	1	2-36'-120'			3.31	30.2
				Commercial			2.22	45
2	2	2	1	6 Roll 120'		20'-60'	2.15	46.5
1	2	2	1	6 Roll 110'	50.5	37'	2.56	39
1	2	2	1	2-30' Willey 120'			2.60	38.4
1	3	3			18.3			32
1	3	3			18.3			33.0
	3	3	2	2-30' Watts 120'		32'	2.272	44
	3	4	2	2-30' Watts 120'			3.06	32.7
				6-Roll 120' Watts			3.82	26.2
1	2	2	1	6-Roll American	28.7		3.17	31.5
				Family and Commercial Combined			2.632	38
2	2	2	1	BR-120'			2.56	39
1	2	2	1	4R	6.7	52'	2.70	37
2	3	3	2	2-30' Watts	9.4	32'	3.7	27
1	3	3					2.93	34
1	2	2					2.51	39.9
				6R Watts 120'			3.24	30.8
1	3	3	1	6-Roll American 100'			2.50	40

## Average Production on a Typical Ironer

Article	Crew				Mach. Speed	Lbs. for Piece	Std. Hrs. for 100 Pcs.	Pcs. Op./Hr.
	Shaker	Feeder	Folder	Backup				
Sheets	2	2	2	1	40	1.5	2.88	34.7
	2	2	2	1	46	1.44	2.43	41.3
	2	2	2	1	32	1.44	3.60	27.8
		2	2	1	60	1.50	1.50	66.6
Pillowcases	2	2	2	1	20	.29	.855	117
	2	2	2	1	23	.29	.885	113
	2	2	2	1	32	.29	.963	104
	0	2	2	0	19	.287	.575	174
Hand Towels	2	2	2	1	40	.17	.40	250
	0	2	2	0	28	.202	.305	328
Table Linen	2	2	2	1	40	.69	2.66	37.6
	2	2	2	1	36	.69	2.76	36.2
	2	2	2	1	21	.69	3.38	29.6
	0	1	2	3	21	.888	1.46	69.9
Spreads	2	2	2	1	40	2.30	5.93	16.9
	2	2	2	1	36	2.34	5.85	17.1
	2	2	2	1	32	2.34	6.95	14.4
	1	3	3	0	60	1.28	1.85	53.9
Small Pieces	2	2	2	1	36	.17	.532	188
	2	2	2	1	32	.17	.50	200

## Flatwork Ironer Production

Method	Operators					Lbs. Per Operator Per Hour					
	Shakers	Feeders	Folders	Counters	Hand Ironers	4 Roll	6 Roll	8 Roll	1 Cyl.	2 Cyl. 29 Cyl.	2 Cyl. 36 Cyl.
Net	2	2	2			30					
	2	2	2	1	1		35	35	35	35	35
	3	2	2	1	1		38	38	38	38	38
Fully Identified	2	2	2			40					
	2 1/2	2	2	1*			45	45	40	45	45
	2 1/2	2	2 1/2	1*			45	45		45	45
	4	3	3	1*				50			
Commercial	2	2	2				50	50		50	50
	2 1/2	2	2 1/2	1			50	50		50	50
	3 1/2	2	2 1/2	1			50	50		50	50
Linen Supply	2 1/2	2	2 1/2	1			40	40		40	40
Shake Feed	1	2	2	1	1		35	35		35	35
	1	4	2		1		35	35		35	35
Float Roll	2	2	2	1			32	32			

\* Additional folders.

## Flatwork Standards

(With Folding and Stacking Machines)

Service	Piece	Pts. Per Lb.	Lbs. P. O. H.
Commercial	Sheets	.7	143
	Pillowcases	1.3	77
	Tablecloths and aprons	1.9	53
	Small pieces	2.5	40
Family	Sheets	.9	111
	Tablecloths	2.2	45.5
	Small pieces & pillowcases	2.5	40

## Flatwork Standards—Family Laundry

(Commercial and Linen Supply)

6-Roll Ironer—Shakefeed System

Backfold operator or checker included with crew

Piece	Pieces P. O. H.	Points Per Piece*	Lbs. P. O. H.	Pieces Per 100 Lbs.
Napkins	333	.3	27	1250
Towels	222	.45	31	715
Pillow Cases	91	1.1	46	200
Common Rollers	71	1.4	34	208
Aprons	100	1.0	52	193
Table Pads	25	4.0	50	50
Table Covers	50	2.0	60	83
Spreads, Heavy (1st speed)	18	5.5	46	40
Sheets (3rd speed)	40	2.5	60	67
Sheets (4th speed)	55	1.8	83	67
Banquet Cloths	23	4.3	58	40

\* Based on 100 points per operator hour.

## Standards and Incentives

Working from extensive time studies conducted on the job, field engineers of the American Institute of Laundering established the following production standards for a typical laundry in the Middle West. Wage incentive payments based on these standards raised the plant-wide production efficiency to 98 percent of standard.

Although careful, methodical time studies are necessary before the installation of a workable wage incentive plan, the important factor which must be kept in mind is that of allowing for sufficient flexibility in setting plant standards, in order that adaptation of departmental changes may be readily made to the existing system.

A change in plant layout which permits a more effective workflow, the installation of equipment which re-

sults in greater productivity, as well as fashion changes directly affect the criteria set for production under an incentive system.

There are numerous other factors which must be taken into consideration before an incentive plan is installed in a plant. Therefore, arbitrary standards should not be set; as plant conditions change the incentive system in effect must possess that adaptability which will grant the greatest effectiveness. ●

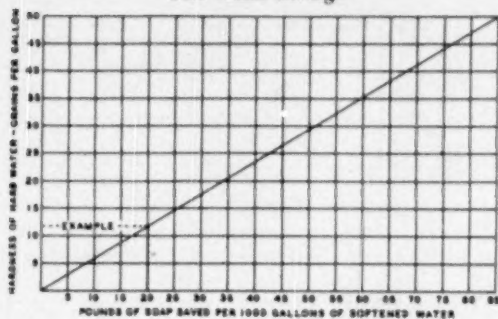
## Operator Production Standards

(Typical Midwestern Laundry)

Operation Name	Standard Units Per Operator Hour
Pin and Net Identification	165 lbs.
Full Identification	165 pcs.
Wash and Extract	200 lbs.
Damp Assembly and Dispatch	190 bdl.
Damp Assembly and Dispatch	4 lots
Starch Wearing Apparel	18 lots
Flatwork Ironing	35.5 lbs.
Tumble	66.5 lbs.
Wearing Apparel Pressing	80 pts.
Wearing Apparel Touch-Up	80 pts.
Handkerchief Pressing	166 pcs.
Sock Finishing	140 pcs.
Shirt Finishing (Tiltor)	22 pcs.
Shirt Finishing (Old American)	16 pcs.
Shirt Shake Out (Prep.)	222 pcs.
Sort and Check (Flatwork and Wearing Apparel Bdl.)	30 bdl.
Wrap	19.6 bdl.
Sort and Check (Family Shirt Bdl.)	240 pcs.
Sort and Check (Bundle Work)	221 pcs.
Sort Flatwork	279 pcs.
Box shirts and Wearing Apparel	272 pcs.
Check and Wrap Flat	239 pcs.
Break and Sort	260 lbs.
Wash	423 lbs.
Extraction	1335 lbs.
Damp Assembly	500 lbs.
Damp Dispatch	490 lbs.
Flatwork Ironing	36 lbs.
Wrap Flatwork	438 lbs.
Handkerchief Pressing	163 pcs.
Tumbling	105 lbs.
Shirt Attaching Clips	120 pcs.
Bundle Work Attaching Clips	184 pcs.
Shirt Finishing	24 pcs.
Wearing Apparel Pressing	100 pts.
Wearing Apparel Touch Up	100 pts.
Bundle Work Assembly	214 pcs.
Bundle Work Detaching Clips	204 pcs.
Shirt Assembly	272 pcs.
Shirt Detaching Clips	191 pcs.

# WATER SUPPLY

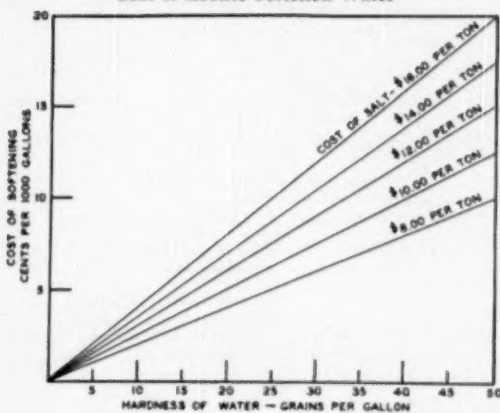
## Soft Water Savings



Source: Elgin Softener Corp.

The chart plots the amount of soap saved through the use of soft water in the laundry. From the water hardness scale at the left side of the graph, trace right to the slanting line; this point on the lower, horizontal scale gives the pounds of soap saved per 1,000 gallons of softened water. As the dotted lines show in the chart above, with water of 12 grains hardness, 20 pounds of soap are saved for every 1,000 gallons of soft water used for washing.

## Cost of Zeolite Softened Water



Source: Elgin Softener Corp.

With the above chart it is possible to make a rapid estimation of the costs of softening water with a zeolite system. After finding the hardness figure for the water supply in the scale across the bottom of the graph, read up to the diagonal line which gives the local cost of zeolite salt; this point on the left, vertical scale, represents the cost of softening in cents per 1,000 gallons.

## What Is pH?

**W**ATER is a chemical compound composed of two atoms of hydrogen and one of oxygen ( $H_2O$ ). One of these hydrogen atoms carries a positive electrical charge and is known as the "hydrogen ion." The other

hydrogen atom is combined with the single oxygen atom; and this combination, which has a negative electrical charge, is called the "hydroxyl ion."

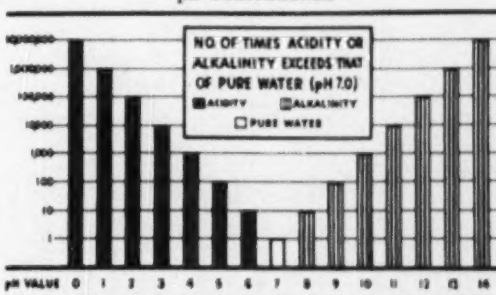
Pure water contains equal numbers of hydrogen ions and hydroxyl ions; thus pure water is neutral since there is a balance between the positive and negative electrical charges. Alkali acts upon the water in such a way as to remove some of the hydrogen ions and build up a hydroxyl concentration. Acid removes some of the hydroxyl ions and builds up a hydrogen concentration.

## Mathematical Basis of pH Scale

pH Value	Hydroxyl Ion Concentration (Moles per liter*)	Hydrogen Ion Concentration (Moles per liter*)
14.0	1.0	.000000000000001
13.0	.1	.00000000000001
12.0	.01	.000000000000001
11.0	.001	.0000000000000001
10.0	.0001	.00000000000000001
9.0	.00001	.000000000000000001
8.0	.000001	.0000000000000000001
7.0—Water—	.0000001	.00000000000000000001
6.0	.00000001	.000000000000000000001
5.0	.0000000001	.0000000000000000000001
4.0	.00000000001	.00000000000000000000001
3.0	.000000000001	.000000000000000000000001
2.0	.0000000000001	.0000000000000000000000001
1.0	.00000000000001	.00000000000000000000000001
0.0	.000000000000001	1.0

\* Since the molecular weight of hydroxyl ions is 17 and of hydrogen ions is 1, the value shown times 17 in the case of hydroxyl ions and times 1 in case of hydrogen ions gives actual grams per liter.

## pH Concentration



Note from the figures that each increase or decrease of one pH unit makes a tenfold difference in concentration.

Acids and alkalis are said to be of various "strengths"—that is, they vary in their ability to produce excess hydroxyl or hydrogen ions when dissolved in water. The pH value test is a method of measuring the number of excess hydrogen or hydroxyl ions present in a solution. Titration is a process for measuring the amount of alkali or acid in a solution. The pH test reflects the activity of an acid or an alkali, titration the actual quantity.

(Continued on following page)

(Continued from preceding page)

The pH scale is a convenient method of comparing the activity of acid or alkali in solution. The scale runs from 0 to 14. The neutral point is pH 7. Acidity is measured downward from 7 to 0; alkalinity runs from 7 to 14. It will be noted that the scale is worked out mathematically in such a way that the relation of change between one full member and the next is tenfold, as illustrated in the graph and table on page 75.

Laundry practice has shown that certain hydroxyl ion (alkali) concentrations produce maximum detergent action. Bicarbonate in the water supply and soil in the clothes act as acids and consume hydroxyl ions. In the neutralizing of these factors and the achieving of the alkali concentration required, the pH test is a convenient and necessary yardstick for efficient washroom practice. ●

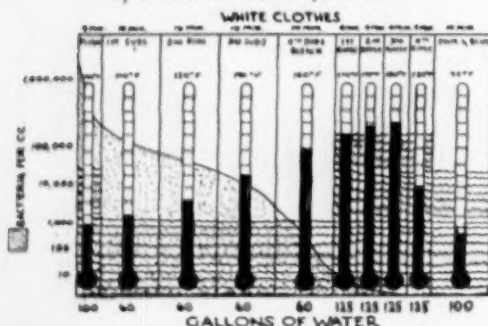
Source: Philadelphia Quartz and Diamond Alkali

## Properties of Sours

Name	Commercial Form	Reducing Power	Volatile at Ironing Temperature	Amount Necessary to Replace 1 Oz. of Oxalic Acid (Avoidupols)
Acetic acid	56% solution	Very mild	Yes	1.70 oz.
Acetic acid	80% solution	Very mild	Yes	1.19 oz.
Ammonium acid fluoride	White powder	Small	Yes	0.90 oz.
Ammonium silico-fluoride	White powder	None	No	0.71 oz.
Formic acid	90% solution	Strong	Yes	0.81 oz.
Hydrofluoric acid	30% solution	None	Yes	1.06 oz.
Hydrofluoric acid	48% solution	None	Yes	0.67 oz.
Oxalic acid	Crystals	Strong	No	1.00 oz.
Sodium acid fluoride	White powder	Small	No	0.98 oz.
Sodium silico-fluoride	White powder	None	No	0.75 oz.

Source: Philadelphia Quartz Co.

## Progressive Destruction of Bacteria By a Scientific Laundry Formula

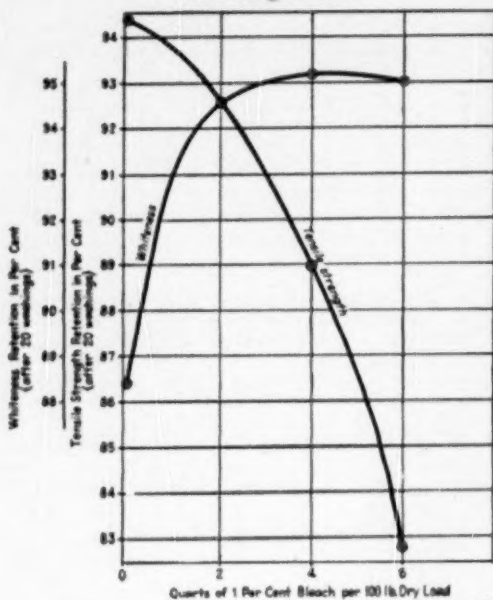


Flushing action of the water and soap combined with high temperatures maintained in a typical laundry formula completely removes or destroys all bacteria in the load. While milk is pasteurized by temperatures from 135 to 145 degrees F. for 30 minutes, a modern laundry formula will use water at from 100 to 190 degrees for periods from 30 to 70 minutes. Moreover, any bacteria surviving the wash cycle would be destroyed by elevated ironing temperatures.

## Note on Bleaching

The predominating influence on bleaching of white goods is the amount of available chlorine added to the washer. The temperature of the load and the pH of the clothes contribute to accomplishing proper results. Temperatures of 140° to 160° F. with pH above 10.2 but under 11.1 are ideal conditions. Within the range of temperature and pH commonly employed in the wash-room, variations in temperature have a greater influence on bleaching activity than do variations in pH. ●

## Bleach Strength Chart



Source: AIL

Good laundry practice specifies two quarts of one percent bleach solution for each 100 pounds of dry load. The accompanying chart shows that increases above two quarts cause heavy losses in tensile strength with little appreciable gain in whiteness retention.

## Bleach and Stripper Chart

Name	Fabric	Formula	Bleach Time
Perborate	Safe bleach for any fabric	Make fresh bleach every day 2 oz. sodium perborate 1 gal. water 1 oz. neutral soap per gal. of water	2 hrs. to 24 hrs.
Chlorine	Safe only on cotton, linen, rayon, and acetate (Cellanese)	1 oz. sodium hypochlorite (Javelle water) 2 gal. water After bleaching dip in solution of 1 oz. sodium bisulphite, 1 gal. water	1/2 min. to 3 min.
Potassium Permanganate	Safe (but not advisable) on all fabrics	2 1/2 oz. of crystals to 1 quart of water. Strain this through cheesecloth into 5 gals. clear water and add 3 oz. magnesium sulphate (Epsom Salts)	1 to 2 min.
Hydro-sulphite	Safe on any fabric	1 oz. sodium hydrosulphite 2 gal. water Add a few drops of ammonia	1/2 min. to 3 min.

\* Potassium permanganate is a quick bleach and its effect is proportionately great on the basic strength of the fabric. Technicians say that one permanganate bleach "ages" the cloth five years. It should never be used if time permits the use of sodium perborate (on silk and wool) or chlorine (on rayon or vegetable fibers).

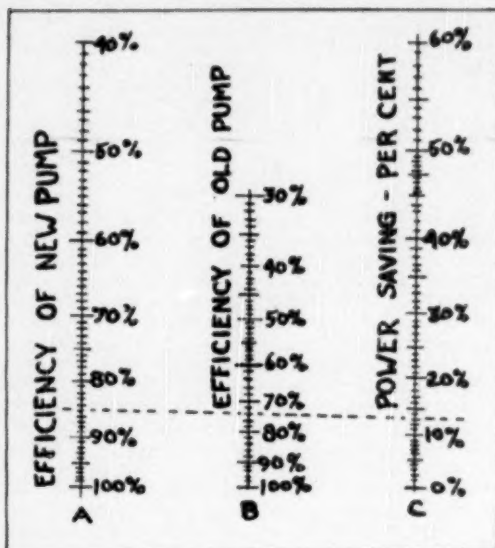
Source: See-O-Matic Corporation &amp; Spotting Manual



### Measuring Pump Efficiency

In comparing efficiency of pumps, users often make the mistake of subtracting the efficiency of the old pump from the efficiency of the new pump and calling the difference the improvement in efficiency. The correct method is to subtract the two efficiencies, and then divide the difference by the efficiency of the new pump.

If the efficiency of a present pump is 74 percent and installation of a new pump at 85 percent efficiency is



planned, the change will not be worth just 11 percent. Efficiency will improve 13 percent, and it will cost 13 percent less to operate the new pump. For example:

$$0.85 - 0.74 = 0.11$$

$$0.11 \div 0.85 = 0.13$$

The accompanying chart facilitates determination of increases in efficiency without any longhand figuring. Simply run a straight line through the efficiency of the new pump, column A, and the efficiency of the old pump, column B, and the power saving or improvement in efficiency is given in column C. The

dotted line here runs from the 85 percent efficiency of the new pump through the 74 percent efficiency of the old, and shows in column C that the power saving is 13 percent. ●

### Discharge of Cold Water

Flow rated in gallons per minute for pipes of various sizes and water at various pounds of pressure

Water Pressure	¾ Inch	1½ Inch	2 Inch	3 Inch
15	16.09	83.6	173.5	486.8
20	18.54	100.0	203.0	539.0
30	22.63	122.5	246.0	660.0
40	26.22	141.2	287.4	759.0
50	29.3	157.8	313.2	847.5
60	32.1	173.0	352.2	930.0
70	34.95	187.0	380.8	1008.0
80	37.1	200.0	406.5	1072.5
90	39.39	211.8	443.0	1140.0
100	41.15	223.4	455.1	1200.0

### Temperature Scale Conversions

To convert degrees Fahrenheit to degrees Centigrade, subtract 32 degrees and multiply by five-ninths. To convert Centigrade to Fahrenheit, multiply by nine-fifths and add 32 degrees. The table below gives comparative Centigrade and Fahrenheit readings with elimination of the decimals for degrees Centigrade.

Fahrenheit	Centigrade
Boiling	212°
	100° Point
	99
	93
	88
	82
	76
	71
	65
	60
	54
	49
	43
	38
	32
	27
	21
	16
	10
	4
	2
Freezing	32
	0 Point
	-1
	-4
	-7
	-12
	-18
	-23
	-28
	-32
	-40

### Condensate Tables for Bare Iron or Steel Pipe

This table shows amount of condensate formed in iron or steel pipes, per lineal foot of pipe per hour at various steam pressures. It is based on pipe surrounded by air at a temperature of 0° F. to allow for extreme conditions.

Pipe Size	Surface Per Lineal Ft. of Pipe	Pounds of Condensate Per Lineal Foot of Pipe Per Hour								
		Steam Pressure Gauge								
		1#	2#	5#	10#	30#	50#	75#	100#	125#
¾"	.275	.170	.172	.185	.200	.260	.290	.325	.321	.330
1"	.344	.207	.210	.226	.230	.310	.355	.410	.448	.470
1¼"	.435	.249	.255	.280	.300	.390	.440	.510	.537	.570
1½"	.498	.290	.305	.316	.330	.430	.497	.580	.630	.670
2"	.622	.355	.360	.387	.420	.520	.610	.710	.778	.830
2½"	.753	.419	.425	.458	.500	.630	.728	.840	.918	.975
3"	.917	.500	.510	.545	.580	.730	.864	.990	1.097	1.180
4"	1.178	.627	.635	.680	.730	.925	1.083	1.230	1.375	1.475
5"	1.456	.775	.785	.856	.920	1.160	1.320	1.510	1.675	1.780
6"	1.734	.900	.910	.972	1.070	1.350	1.555	1.780	1.980	2.150
8"	2.257	1.140	1.155	1.247	1.370	1.720	2.000	2.290	2.550	2.790
10"	2.519	1.410	1.430	1.550	1.700	2.150	2.485	2.850	3.170	3.460
12"	3.338	1.630	1.665	1.815	2.000	2.520	2.910	3.340	3.710	4.060

Source: F. D. Anderson Co.

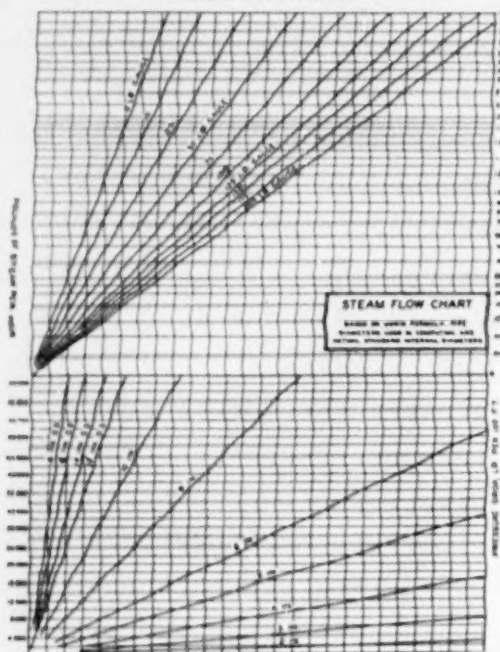
**Proportions Between Feed Pipes and Main Line**  
(Number of Smaller Pipes to Equal Cross-sectional Area of One Larger Pipe)

Main Line Sizes	3/8	1/2	3/4	1	1 1/4	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	6
3/8	1													
1/2	1.6	1												
3/4	2.8	1.8	1											
1	4.5	2.8	1.6	1										
1 1/4	7.8	4.9	2.8	1.7	1									
1 1/2	10.6	6.7	3.8	2.4	1.4	1								
2	17.6	11.0	6.3	3.9	2.2	1.6	1							
2 1/2	25	15.7	9.0	5.5	3.2	2.4	1.4	1						
3	39	24.3	13.9	8.6	4.9	3.6	2.2	1.5	1					
3 1/2	52	32	18.5	11.4	6.6	4.8	2.9	2.1	1.3	1				
4	67	42	24	14.7	8.5	6.3	3.8	2.7	1.7	1.3	1			
4 1/2	83	52	30	18.5	10.7	7.8	4.8	3.3	2.2	1.6	1.3	1		
5	105	66	38	23	13.4	9.8	6.0	4.2	2.7	2.0	1.6	1.3	1	
6	151	95	54	33	19	14.2	8.6	6.0	3.9	2.9	2.3	1.8	1.4	1

Source: AIL

This table may be used when washer feed pipes of one size only are to be taken from a main line. From the chart 8.6, 2-inch pipes are equivalent in cross-sectional area to one 6-inch main. Since the area of the main line ordinarily may be 25 percent less than the total of all pipes running to the washers, ten 2-inch lines may be taken from a 6-inch main. ●

**Steam Flow Chart**



Source: "Heating and Ventilating"

The steam flow chart above shows four variable factors: maximum amount of steam, pipe size, steam pressure and permissible pressure drop. If any three of these four factors are known, the remaining factor can be computed from the chart. For example, to estimate pressure drop in 100 feet of 6-inch pipe carrying 40,000 pounds of steam per hour at 200 pounds pressure, on lower chart follow horizontally on "40,000" line to the slanting line marked "6 in." then read vertically from this point to slanting line in upper chart marked "200 lb. Gauge." Tracing to the scale on the right-hand margin, it will be found that pressure drop under the conditions assumed will be 2.4 pounds per 100 feet of pipe. In a similar manner any one of the four factors may be found readily

### Detecting Excess Air

An orsat analyzer for flue gases is one of the best devices for detecting excess air in the boiler. It also shows the presence of carbon monoxide. When coal burns it produces carbon dioxide and nitrogen. CO<sub>2</sub> (carbon dioxide) is formed from the carbon in the coal and the oxygen in the air. Nitrogen makes up about 80 percent of the air.

If undue quantities of air are allowed to enter the firebox, the combustion will show a waste in the form of unused oxygen and nitrogen. The lower the carbon dioxide the more air is being used. A CO<sub>2</sub> reading of 16 percent in flue gas—an approximate figure varying with the type of coal burned—usually means perfect combustion. A carbon dioxide reading of 12 percent or 10 1/2 percent is good and usually means 50 to 75 percent of excess air is entering under and through the fire. ●

**Dimensions of Standard Wrought Pipe**

Nominal Size in Inches	Actual Inside Diameter (Inches)	Inside Cross-Section Area (Square Inches)
1/2	.269	.057
3/4	.364	.104
1	.493	.191
1 1/4	.622	.304
1 1/2	.824	.533
2	1.049	.864
2 1/2	1.380	1.495
3	1.610	2.036
3 1/2	2.067	3.355
4	2.469	4.788
4 1/2	3.068	7.393
5	3.548	9.886
6	4.026	12.730
6 1/2	4.506	15.947
7	5.047	20.006
8	6.065	28.891
9		38.484
10		50.265
		63.617
		79.539

Source: AIL

Adequate water supply in the washroom is dependent upon proper balancing between main lines and washer feeder pipe requirements. A battery of ten washers, six taking 2-inch lines and four taking 1 1/2-inch lines will require a 6-inch main. From the chart, six 2-inch pipes require 6 × 3.355 square inches + four 1 1/2-inch lines, 4 × 2.036 = total 28.274 square inches required. A 6-inch pipe has a total cross-sectional area of 28.891 square inches which will allow for possible future expansion.

Since all washers will not be filling at the same time, a 20 to 25 percent reduction in capacity is permissible between the main line and total requirements of all feeder lines. In the case cited above, a 5-inch main would provide 30 percent less water than the 6-inch pipe; this might be satisfactory with staggered loads, but it would allow no provision for future expansion and would be inadequate for peak requirements. ●

### Expansion of Pipe

(Increase in Length Inches per 100 Ft.)

Temp. °F.	Steel	Wrought Iron	Brass or Copper	Temp. °F.	Steel	Wrought Iron	Brass or Copper
20	.15	.15	.25	220	1.80	1.85	2.65
40	.30	.30	.45	240	2.00	2.05	2.90
60	.45	.45	.65	260	2.15	2.20	3.15
80	.60	.60	.90	280	2.35	2.40	3.45
100	.75	.80	1.15	300	2.50	2.60	3.75
120	.90	.95	1.40	320	2.70	2.80	4.05
140	1.10	1.15	1.65	340	2.90	3.05	4.35
160	1.25	1.30	1.90	360	3.05	3.25	4.65
180	1.45	1.50	2.15	380	3.25	3.45	4.95
200	1.45	1.65	2.40	400	3.45	3.65	5.25

Allowance for expansion in any given run of pipe is dependent upon the variations in temperature to which the pipe will be subjected. The table gives expansion in inches per 100 feet of different type pipes at various degrees temperature. To compute the amount of expansion to be provided in specific lengths of pipe, read from the table the figure showing maximum expansion for 100 feet at the temperature expected. Divide this figure by 100 to determine the expansion per foot and multiply by the length of pipe under consideration. For example, 80 feet of steel pipe taking water at 180 degrees Fahrenheit will require an allowance of 1.16 inches for expansion—(1.45, from the chart,  $\div 100 \times 80 = 1.16$  inches.) ●

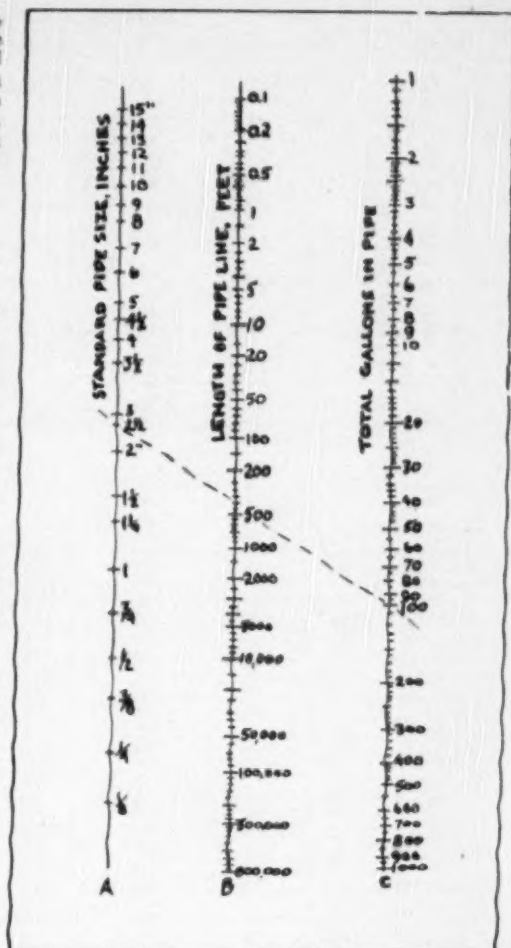
### Locating Leaks and Stoppages

This chart provides a handy means of locating leaks or stoppages in concealed pipe. It is based on a standard formula for computing the length of standard pipe knowing the number of gallons of water it holds.

To use this chart simply run a straight line through the pipe size, column A, and the gallons of water in the pipe, column C, and the intersection of column B immediately gives the length of the pipe.

To locate concealed leaks, fill the pipe with water until it overflows. Close all valves which hold the water against gravity. Then do nothing for a number of hours, possibly overnight, depending upon the size of the leak and the rate at which the water level in the pipe falls. In other words, allow as much water to leak out as can leak out. The water will fall in the pipe, of course, until the level reaches the point of leakage. Refill the pipe with water, noting the exact amount of water poured into the pipe. Draw a line on the chart from the pipe size, column A, to the total number of gallons poured in the pipe column C; the intersection in column B is the distance to the point of leakage. A similar method is often applicable to pipes that are stopped up. You can readily calculate the distance to the point of stoppage.

For example: the dotted line drawn across this chart



shows that if the pipe size is 2½ inches, column A, and if 100 gallons of water are poured into the pipe, column C, the trouble is 400 feet away, column B. ●

### Table of Water Heads & Equivalent Pressures

To estimate any pressure, multiply the head (in feet) by .433. The result is pounds per square inch.

Head in Feet	Pressure Pounds Per Square Inch	Head in Feet	Pressure Pounds Per Square Inch	Head in Feet	Pressure Pounds Per Square Inch
5	2.17	125	54.13	550	238.15
10	4.33	150	64.95	600	259.80
15	6.50	175	75.78	650	281.45
20	8.66	200	86.60	700	303.10
30	12.99	225	97.43	750	324.75
40	17.32	250	108.25	800	346.40
50	21.65	275	119.08	850	368.05
60	25.98	300	129.90	900	389.70
70	30.31	350	151.55	950	411.35
80	34.64	400	173.20	1000	433.00
90	38.97	450	194.85	1100	476.30
100	43.30	500	216.50	1200	519.60

## Discharge of Air Through an Orifice

In cubic feet of free air per minute at standard atmospheric pressure of 14.7 lbs. per sq. in. absolute and 70° F.

Gauge Pressure Before Orifice in Pounds Per Sq. In.	Diameter of Orifice in Inches												
	1/64	1/32	1/16	1/8	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/4	1 1/2
15	.105	.480	1.68	6.72	26.9	60.5	108	168	242	329	430	672	968
20	.123	.491	1.96	7.86	31.4	70.7	126	196	283	385	503	786	1132
25	.140	.562	2.25	8.98	35.9	80.9	144	225	323	440	575	898	1294
30	.158	.633	2.53	10.1	40.5	91.1	162	253	365	496	648	1013	1458
35	.176	.703	2.81	11.3	45	101	180	281	405	551	720	1125	1620
40	.194	.774	3.10	12.4	49.6	112	198	310	446	607	793	1239	1784
45	.211	.845	3.38	13.5	54.1	122	216	338	487	662	865	1352	1946
50	.229	.916	3.66	14.7	58.6	132	235	366	528	718	938	1466	2111
60	.264	1.06	4.23	16.9	67.6	152	271	423	609	828	1082	1691	2435
70	.300	1.20	4.79	19.2	76.7	173	307	479	690	939	1227	1917	2761
80	.335	1.34	5.36	21.4	85.7	193	343	536	771	1050	1371	2145	3085
90	.370	1.48	5.92	23.7	94.8	213	379	592	853	1161	1516	2369	3411
100	.406	1.62	6.49	26.0	104	234	415	649	934	1272	1661	2595	3737
110	.441	1.76	7.05	28.2	113	254	452	705	1016	1383	1806	2822	4064
120	.476	1.91	7.62	30.5	122	274	488	762	1097	1494	1951	3048	4390
125	.494	1.98	7.90	31.6	126	284	506	790	1138	1549	2023	3161	4552

Table is based on 100% coefficient of flow. For well-rounded entrance multiply values by 0.98. For sharp-edged orifices a multiplier of 0.63 may be used for approximate results.

Source: "Compressed Air Data"

## Storage Heater Requirements

	General Ldy.			Wet & Family			Flat Work Ldy.		
	Number Washers Per Hour	Engine Horsepower	Storage Size (Gallons)	Gallons Per Hour	Engine Horsepower	Storage Size (Gallons)	Gallons Per Hour	Engine Horsepower	Storage Size (Gallons)
1 Small	75	3	100	100	4	100	150	6	100
Med.	100		150	150		150	250		150
Big	140	5	200	210	6	175	350	8	175
2 Small	150	5	150	200	6	150	300	8	150
Med.	200		200	300		175	500		175
Big	280	8	250	420	9	200	700	11	200
3 Small	225	8	250	300	9	200	450	10	200
Med.	300		300	450		250	750		250
Big	420	12	400	630	11	300	1050	13	300
4 Small	300	9	300	375	11	250	575	12	250
Med.	400		400	575		300	950		300
Big	550	15	500	800	14	400	1350	16	400
5 Small	350	12	400	450	12	300	700	14	300
Med.	475		500	700		400	1150		400
Big	675	20	600	970	16	500	1650	20	500
6 Small	400	18	500	525	15	400	825	16	400
Med.	550		600	825		500	1350		500
Big	775	25	700	1140	20	600	1950	23	600
7 Small	450	20	600	600	16	500	950	18	500
Med.	625		700	950		600	1550		575
Big	900	30	800	1300	20	700	2250	25	650
8 Small	500	25	700	675	18	600	1075	20	575
Med.	700		800	950		700	1750		650
Big	1015	35	900	1450	25	800	2525	28	725
9 Small	550	30	800	750	20	700	1200	25	650
Med.	775		900	1075		800	1950		725
Big	1125	38	1000	1600	28	900	2800	33	800
10 Small	600	35	1000	850	25	800	1325	27	725
Med.	850		1100	1200		900	2150		800
Big	1240	45	1200	1750	33	1000	3075	37	875
11 Small	650	40	1100	925	28	900	1450	30	800
Med.	925		1200	1325		1000	2350		875
Big	1350	50	1300	1900	35	1100	3350	40	950
12 Small	700	45	1300	1000	30	1000	1575	35	870
Med.	1000		1400	1450		1100	2550		950
Big	1460	60	1500	2050	38	1200	3600	45	1025

Source: Whitlock Mfg. Co.

Although no definite rule can be applied to the selection of the proper storage heater to cover conditions in every laundry, this table indicates requirements usually applicable to various types and sizes of plants. Output in gallons per hour is figured for a temperature increase of from 40 degrees to 180 degrees Fahrenheit. Heating to 160 degrees, it is possible to obtain one-fifth more water with the same engine and heating unit. In those plants where a preheater is used and water comes to the storage heater at temperatures well above 40 degrees, proper allowance must be made in the heater size chosen. ●

## Computing Capacities of Tanks and Jars

## Square or rectangular

1. To compute cubic contents multiply length by width by depth. For example, the cubic contents of a tank 10 feet long, 6 feet wide and 4 feet deep is 240 cubic feet.
2. Since 1 cubic foot equals  $7\frac{1}{2}$  gallons, the tank above would hold 1,800 gallons. ( $7\frac{1}{2} \times 240 = 1,800$  gallons.)

(Continued on following page)



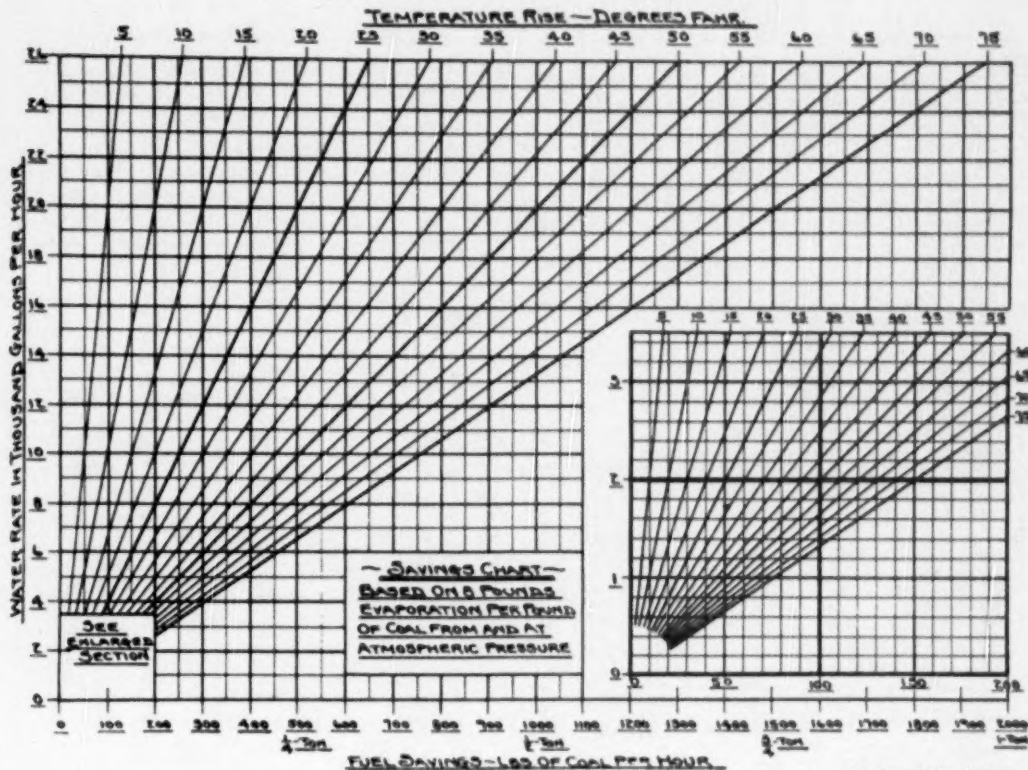
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**Cylindrical or round**

1. Square the diameter and multiply by .7854 and then multiply by the length or depth to obtain cubic contents. Capacity of a cylindrical tank 4 feet in diameter and 6 feet in length is 75.3984 cubic feet. ( $4 \times 4 \times .7854 \times 6 = 75.3984$  cubic feet.)

2. With  $7\frac{1}{2}$  gal. per cubic foot the tank would hold 565.49 gal.

Note. When dimensions include both feet and inches or inches alone reduce all to feet or to inches before multiplying. If measurements are all in inches, the answer will be cubic inches. To reduce cubic feet to cubic inches multiply by 1728. (1728 cubic inches = 1 cubic foot.)

**Fuel Savings Produced by Waste Water Heat Exchangers**

Source: Whitlock Mfg. Co.

The graph plots fuel savings in pounds of coal per hour for waste water heat exchangers operating at various capacities and producing various degrees of temperature rise. From the water rate in thousands of gallons per hour at the left of the chart, read right to the slanting line marking the number of degrees temperature rise produced; read down to the bottom of the scale to find the approximate pounds of coal saved under the conditions assumed. For example, waste water heat exchanger taking 8,000 gallons of water an hour and raising the temperature 50 degrees F. will save 400 pounds of coal per hour under the conditions above. These figures are based on an assumption of eight pounds of water evaporated per hour per pound of coal; if the Btu content of the fuel or the efficiency of the boiler produces a higher evaporation rate, the saving in actual pounds of coal using the heat exchanger will be proportionally less.

**MAINTENANCE TIPS**

SOME accidents are caused in laundries by machinery that has not been guarded. It has become almost universal practice to erect guards around all machinery and moving parts, but a regular check at least once every six months of all guards should be made. Following are standards by which such checks can be made:

1. Guards should be designed and constructed to protect the operator of the equipment guarded, and others who may either accidentally or carelessly touch the machine.

2. Any guard should be designed to prevent wear on the parts guarded.

3. No guard should interfere with work. If it does it is liable to be removed by the machine operator.

4. Whenever possible the guard and operating mechanism should interlock to prevent the machine from being operated unless the guard is in place. If possible the guard should be attached to the machine so that it cannot be removed or forgotten.

5. Wherever possible install incombustible guards of metal or wire. Wooden guards, soaked with oil from machinery may become a fire hazard.

6. Guarded parts must be easy of access for oiling, inspection and repair. (Continued on following page)

(Continued from preceding page)

7. The guard should be strong enough to resist injury and keep its shape. A substantial guard is always cheapest in the long run.

8. No guard should interfere with cleaning and sweeping around a machine. Keep it at least six inches off the floor.

9. All gears and friction drives should be completely encased. Where this is impracticable a continuous band guard with side flanges extending inward beyond the roots of the teeth should be provided.

10. All sprockets should be completely encased.

11. Guard belts, chains and ropes, if vertical or inclined at six feet or less, with meshed screens.

12. Vertical and inclined shafts should be encased with stationary guards to a height of six feet from the floor or platform level. Horizontal shafting less than six feet from the floor level should be completely encased.

13. Any exposed shaft end which projects beyond a bearing or hub more than two inches and is within six inches of the floor should be cut off or completely enclosed.

14. Safeguards should always surround the following: setscrews, keys, bolts, oil cups, couplings, broken pulleys or similar projections, gears or sprockets. ●

#### Conversion Ratios

1 gallon of water weighs 8.34 pounds.  
1 gallon of water contains 231 cubic inches.  
1 cubic foot of water equals 7.5 gallons.  
1 cubic foot of water weighs 62.5 pounds.  
1 horsepower equals 746 watts.  
1 boiler horsepower equals 34.6 pounds of water evaporated per hour from and at 212 degrees Fahrenheit.

	Multiplied by	Equals
Diameter of circle	3.1416	Circumference of circle
Diameter of circle squared	.7854	Area of circle
Gallons of water	.1377	Cubic feet
Cubic feet of water	62.5	Pounds of water
Gallons of water	8.34	Pounds of water
Feet head of water	.433	Pounds of pressure
Pounds pressure of water	2.31	Feet head
Feet head	.52	Pounds of pressure
(brine sp. gr. 1.21)		
Boiler horsepower	.069	Gals. feed water required per min.
Pounds pressure (brine)	1.92	Feet head
Feet head	.325	Pounds pressure
(gasoline sp. gr. .75)		
Pounds pressure (gasoline)	3.08	Feet head
Inches vacuum	1.132	Feet head
Feet suction lift	.882	Inches vacuum

#### Rules for Belts and Pulleys

**To Find the Lengths of Belts:** Add the diameter of the two pulleys together, multiply by  $3\frac{1}{4}$  and divide the product by two. Add twice the distance between the center of the shafts to the quotient and that will be the length required.

**To Calculate the Power of Belts:** The horsepower of any belt equals its velocity in feet per minute multiplied by its width and divided by 1,000 for single and 700 for double belts. 1 inch single belt, velocity 1,000 ft. per minute equals 1 horsepower. 1 inch double belt, velocity 700 ft. per minute equals 1 horsepower.

**To Find Diameter of Driving Pulley:** Multiply diameter of driven pulley by the number of revolutions per minute and divide by the number of revolutions of driver. Quotient will be diameter of the driver.

**To Find the Speed of Driving Pulley:** Multiply diameter of the driven pulley by its revolutions per

minute and divide by diameter of driver. Quotient will be number of revolutions of driver.

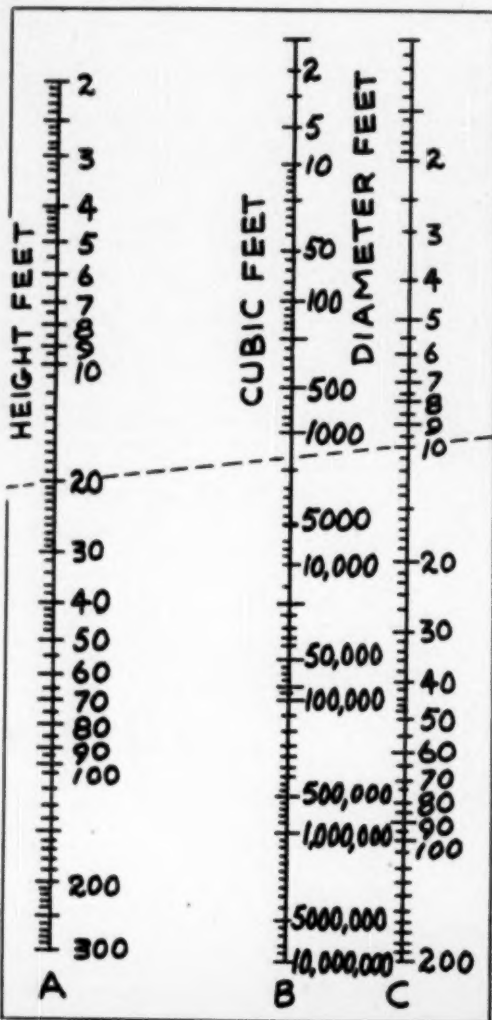
**To Find Diameter of the Driven Pulley:** Multiply diameter of driver by its number of revolutions per minute and divide by number of revolutions of the driven. Quotient will be diameter of driven pulley.

**To Find Speed of Driven Pulley:** Multiply diameter of driver by its number of revolutions per minute and divide by diameter of driven. Quotient will be number of revolutions of driven. ●

#### Computing Cubic Feet in Tanks

**D**RAW a line across the chart connecting the height of the tank with its diameter. The intersection of this line with column B gives the capacity in cubic feet without further calculation.

For example: a tank 20 feet high, column A, and 10 feet in diameter, column C, is indicated to have a capacity of a little over 1500 cubic feet, column B. ●



# POWER PLANT

## Boiler Efficiency Tables

(Based on 2% Moisture in Steam)

Fuel Oil				
Actual Evap. Lbs. H <sub>2</sub> O/gal. of oil	Steam Press. Lbs. per sq. in. gauge	Feedwater Temp. °F.	Heating Value of Fuel B.t.u./gal. at 60° F.	Effic. %
120	125	210	151,000	79.2
120	125	200	151,000	80.0
120	125	190	151,000	80.8
120	125	180	151,000	81.6

If evaporation is	125	multiply efficiency by	1.042
If evaporation is	115	multiply efficiency by	0.958
If evaporation is	110	multiply efficiency by	0.917
If evaporation is	105	multiply efficiency by	0.875
If evaporation is	100	multiply efficiency by	0.833
If evaporation is	95	multiply efficiency by	0.792
If evaporation is	90	multiply efficiency by	0.750
If evaporation is	85	multiply efficiency by	0.708

If heating value of the fuel is	144,000	multiply efficiency by	1.048
If heating value of the fuel is	146,000	multiply efficiency by	1.034
If heating value of the fuel is	148,000	multiply efficiency by	1.020
If heating value of the fuel is	150,000	multiply efficiency by	1.005
If heating value of the fuel is	152,000	multiply efficiency by	0.993

If pressure is	100 lbs.	multiply efficiency by	.9975
If pressure is	110 lbs.	multiply efficiency by	.9985
If pressure is	120 lbs.	multiply efficiency by	.9995
If pressure is	130 lbs.	multiply efficiency by	1.0005
If pressure is	140 lbs.	multiply efficiency by	1.0015
If pressure is	150 lbs.	multiply efficiency by	1.0025

Coal				
Actual Evap. Lbs. H <sub>2</sub> O/lb. of coal	Steam Press. Lbs. per sq. in. gauge	Feedwater Temp. °F.	Heating Value of Fuel B.t.u./Lb. as fired	Effic. %
11	125	210	14,000	78.3
11	125	200	14,000	79.1
11	125	190	14,000	79.9
11	125	180	14,000	80.7

If evaporation is	11.5	multiply efficiency by	1.045
If evaporation is	10.5	multiply efficiency by	0.955
If evaporation is	10.0	multiply efficiency by	0.909
If evaporation is	9.5	multiply efficiency by	0.864
If evaporation is	9.0	multiply efficiency by	0.818
If evaporation is	8.5	multiply efficiency by	0.773
If evaporation is	8.0	multiply efficiency by	0.727

If heating value of the fuel is	12,000	multiply efficiency by	1.167
If heating value of the fuel is	12,500	multiply efficiency by	1.12
If heating value of the fuel is	13,000	multiply efficiency by	1.077
If heating value of the fuel is	13,500	multiply efficiency by	1.037
If heating value of the fuel is	14,000	multiply efficiency by	0.996
If heating value of the fuel is	15,000	multiply efficiency by	0.933

If pressure is	100 lbs.	multiply efficiency by	.9975
If pressure is	110 lbs.	multiply efficiency by	.9985
If pressure is	120 lbs.	multiply efficiency by	.9995
If pressure is	130 lbs.	multiply efficiency by	1.0005
If pressure is	140 lbs.	multiply efficiency by	1.0015
If pressure is	150 lbs.	multiply efficiency by	1.0025

**D**ETERMINATION of boiler efficiency is dependent upon four variable elements: (1) actual evaporation of coal, (2) steam pressure in pounds per square inch, (3) feed water temperature in degrees Fahrenheit, and (4) heating value of the fuel in B.t.u.

In the accompanying table, boiler efficiencies are computed on the basis of varying feed water temperatures while the other three factors remain constant. Boiler efficiencies can be determined using this table together with the correction factors listed for variations in the other three elements.

In the use of these tables the first item to be determined is actual evaporation. This involves two items: the quantity of fuel consumed and the quantity of steam delivered at the boiler nozzle.

The quantity of fuel consumed can be determined by weighing the coal fired or metering the oil fed to the burners. The quantity of oil should be corrected to obtain gallons of oil at 60 degrees F. These correction factors can be obtained from the local fuel dealer for the oil he supplies.

The quantity of steam can be determined by an electrical or mechanical type of steam flowmeter using an orifice plate in the boiler head.

The quantity of water fed to the boiler can be metered by means of a hot water disc meter calibrated in pounds for the average feedwater temperature which is a less costly method of determining the steam made, though allowance must be made for the loss due to boiler blow-down.

Actual evaporation =

Pounds of water fed to boiler less blow-down

Pounds or gallons of fuel

or

Actual evaporation =

Pounds of steam delivered by the boiler

Pounds or gallons of fuel

Steam pressure is obtained by averaging the hourly pressure readings of the boiler gauge or averaging the reading of a steam pressure recorder.

The average feedwater temperature can be obtained by using a liquid-in-tube type of thermometer in the feedwater line and averaging the hourly reading or averaging the temperature of a feedwater recording thermometer. The heating value of fuel usually can be obtained from a local coal or fuel oil dealer.

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Boiler efficiency is an indicator of whether a plant is obtaining steam at the lowest possible cost. The following table shows the average range of efficiency obtained in laundry practice with different types of boilers and methods of firing.

Type of Boiler	Method of Firing	Proper Boiler Efficiency Range
Water-Tube	Oil	77%-81%
Water-Tube	Stoker	75%-79%
Water-Tube	Hand	73%-77%
Fire-Tube	Oil	75%-79%
Fire-Tube	Stoker	72%-77%
Fire-Tube	Hand	70%-74%

If an oil fired fire-tube type of boiler is operating at 68 percent efficiency, changes in firing equipment or furnace design can increase the boiler efficiency to 76 percent, thus giving an 8 percent saving in the annual fuel bill. Boiler efficiency can be used as a starting point in making changes in the boiler room to procure savings that are really hidden profits.

The accompanying data from the log sheets of a typical oil fired and coal fired laundry illustrate the use of the boiler efficiency tables.

#### Determining Boiler Efficiency

(Typical Examples)

Oil Fired Laundry		
Steam delivered by boilers	70,000 lbs.	
Oil consumed by burners	608 gals. at 60° F.	
Steam pressure, gauge	125 lbs./sq. in.	
Feedwater temperature	194° F.	
Heating value of oil, 60° F.	152,000 B.t.u./gal.	

Boiler efficiency is calculated as follows: Actual Evaporation =  $\frac{70,000}{608} = 115$  lbs. steam/gal. of oil. Efficiency for 190° F. feedwater temperature and 120 lbs. steam/gal. of oil and 151,000 B.t.u./gal. of oil from chart.....80.8%.

This table efficiency should be multiplied by .958, the correction factor for 115 lbs. steam/gal. of oil evaporation, and .993, the correction factor for 152,000 B.t.u./gal. of oil.

Boiler efficiency =  $80.8\% \times 0.958 \times 0.993 = 76.9\%$ .

It will be noted in the boiler efficiency tables there is an .8 of one percent drop in efficiency with each ten-degree rise in feedwater temperature; that is, .08 of one percent for each one-degree increase in feedwater temperature. Since makeup water was at 194 degrees in the data above and calculation was

based on 190 degrees, a final correction is necessary. This will decrease efficiency by  $0.08\% \times 4 = 0.32\%$  or to.....76.6%.

Coal Fired Laundry	
Water fed to the boiler	50,000 lbs.
Coal fired	4,750 lbs.
Steam pressure gauge	125 lbs./sq. in.
Feedwater temperature, average	200° F.
Heating value of coal, as fired	13,500 B.t.u./lb.

Boiler efficiency is calculated as follows:

Actual evaporation =  $\frac{50,000}{4,750} = 10.5$  lbs. water/lb. coal.

Efficiency for 200° F. feedwater and 11.0 lbs. water/lb. coal evaporation and 14,000 B.t.u./lb. coal, from chart.....79.1%.

This table efficiency should be multiplied by .955 the correction factor for 10.5 lbs. water/lb. coal evaporation, and by 1.037, the correction factor for 13,500 B.t.u./lb. coal.

Boiler efficiency =  $79.1\% \times .955 \times 1.037 = 78.3\%$ .

In both examples above the steam pressure was taken at 125 pounds gauge; thus correction factors for variations in steam pressure were not required. There is a big gain, when operating a steam engine, in running the boiler at higher pressures, although the efficiency is only slightly affected by changes in pressure. ●

#### Steam Temperatures at Various Pressures

Lbs. Pressure Per Sq. Inch	Temperature F.°	Lbs. Pressure Per Sq. Inch	Temperature F.°
0½	212°	65½	312°
5	227°	70	316
10	239°	75	320
15	250°	80	324
20	259°	85	328
25	267°	90	331
30	274°	95	335
35	281°	100	338
40	287°	105	341
45	292°	110	345
50	298°	115	348
55	303°	120	351
60	307°	125	353

\* Fractional temperatures to nearest integer.

Water boils at 212 degrees Fahrenheit or 100 degrees Centigrade. As the steam begins to form in a closed container the pressure rises and the temperature of the steam increases. Temperature of saturated steam varies directly with the pressure in the boiler. A press taking steam at 100 lbs. pressure will yield a surface temperature of 338 degrees Fahrenheit. ●

#### Table of Stack Proportions

Boiler H.P.	Size of Stack						Cubic Feet of Combustion Chamber		
	Hand Fired		Stoker Fired		Oil Fired		Hand Firing 65% ER.	Stoker Firing 70% ER.	Oil Firing 75% ER.
	Dia.	Height	Dia.	Height	Dia.	Height			
50	34"	50'	21"	50'	18"	60'	57.5	55	77
100	30"	70'	17"	60'	24"	60'	115	110	154
150	36"	70'	30"	70'	24"	90'	172.5	165	231
200	42"	70'	36"	60'	30"	80'	230	220	308
300	48"	80'	42"	70'	36"	80'	345	330	462
500	54"	125'	48"	100'	42"	90'	575	550	770
1000	72"	150'	66"	100'	54"	100'	1150	1060	1540



## Boiler Heat Balances

(For Good, Fair and Poor Operating Conditions)

	Coal			Fuel Oil			Natural Gas			
	Good	Fair	Poor	Good	Fair	Poor	Good	Fair	Poor	
Heat lost in Unburned Coal	0.4	1.5	5.0							Controllable Losses
Heat lost in Unburned Gas (CO, etc.)	0.2	0.4	5.0	0.2	0.6	6.0	0.2	0.6	5.0	
Sensible Heat lost in Products of Combustion	4.8	6.8	10.8	4.8	6.8	10.8	4.8	6.8	10.8	
Heat lost in Excess Air	0.9	1.9	10.3	0.7	1.9	10.3	0.7	1.9	10.3	Fixed Losses
Latent Heat lost in Water Vapor Products of Combustion	2.7	2.9	3.0	5.5	5.5	5.5	9.1	9.1	9.1	
Radiation and Unaccounted for Heat Losses (by difference)	1.2	2.5	4.0	1.2	2.5	4.0	1.3	2.5	4.0	
Heat used in Generating Steam	89.8	84.0	61.9	87.6	82.7	63.4	84.0	79.1	60.8	Steam
Based on Flue Gas Temperature, °F.	300	400	600	300	400	600	300	400	600	
Based on Excess Air, percent	20	30	100	15	30	100	15	30	100	

Source: Bailey Meter Co.

A boiler 84 percent efficient employs 84 percent of the B.T.U. in the fuel for the generation of steam. The table above quotes the percentages of B.T.U. dissipated in various ways for coal, oil and gas fired boilers under good, fair and poor operating efficiencies. These percentages are grouped under controllable losses, fixed losses and those used in generation of steam.

A good installation using coal has an efficiency of 89.8 percent while with a poor installation the efficiency falls to 61.9 percent. Controllable losses are 31.1 percent for the poor coal fired installation and only 6.3 percent for the good installation.

Not all controllable losses may be eliminated; to greatly reduce some of them may increase others. For instance, if the loss due to excess air is reduced too much, the saving effected will be offset by the increasing losses from unburned gases or smoke. ●

## Formulae for Computing Oil Consumption

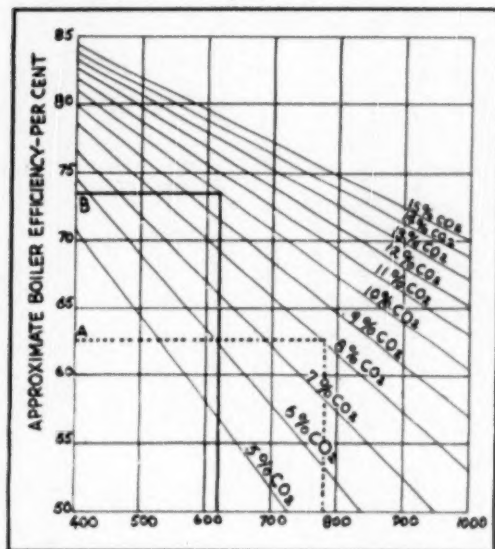
When present consumption in tons of coal is known:

$$\frac{\text{Tons coal} \times 9000 \times \text{B.T.U. per lb.} \times \text{Efficiency}}{\text{Oil B.T.U. per gallon} \times \text{Efficiency}} = \text{Gals. oil required}$$

When present consumption in cubic feet of gas is known:

$$\frac{\text{Cubic feet gas} \times \text{B.T.U. per cubic foot} \times \text{Efficiency}}{\text{Oil B.T.U. per gallon} \times \text{Efficiency}} = \text{Gals. oil required}$$

Boiler Efficiency Chart for Soft Coal

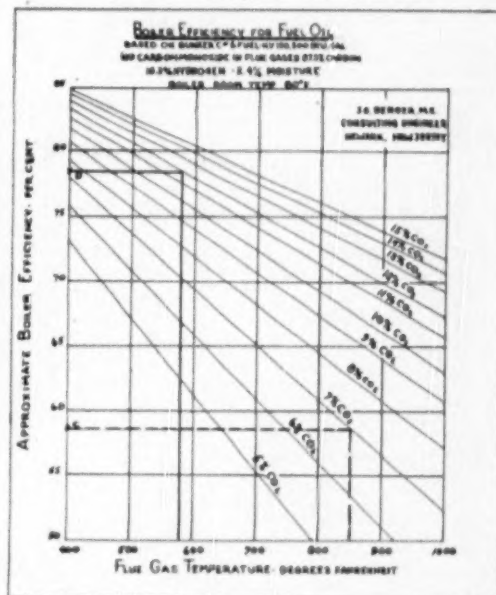


—J. G. Berger, M. E.

Flue Gas Temperature—Degrees Fahrenheit

Based on the flue gas temperature and CO<sub>2</sub> content, the chart provides an approximate efficiency rating for coal fired boilers. To compute the efficiency of an installation with a flue temperature of 620 degrees and CO<sub>2</sub> content of 10 percent, trace up from the 620 point at the bottom of chart to the diagonal line representing 10 percent; this point of intersection gives an approximate boiler efficiency rating of 73.5 percent on scale along the left margin.

Boiler Efficiency Chart for Fuel Oil



Degrees of flue gas temperature and CO<sub>2</sub> content known, the chart above indicates boiler efficiencies for all burning power plants. Find the flue gas temperature on the lower scale and follow up to the diagonal line designating CO<sub>2</sub> percentage; the point of intersection at the left gives the approximate boiler efficiency. The dotted line "C" illustrates that a boiler with a flue temperature of 850 degrees and 7 percent CO<sub>2</sub> content will have an efficiency of approximately 58.5 percent. Lowering the temperature to 580 degrees and increasing the CO<sub>2</sub> to 12 percent would bring boiler efficiency up to 78.5 percent as is indicated by solid line "D"

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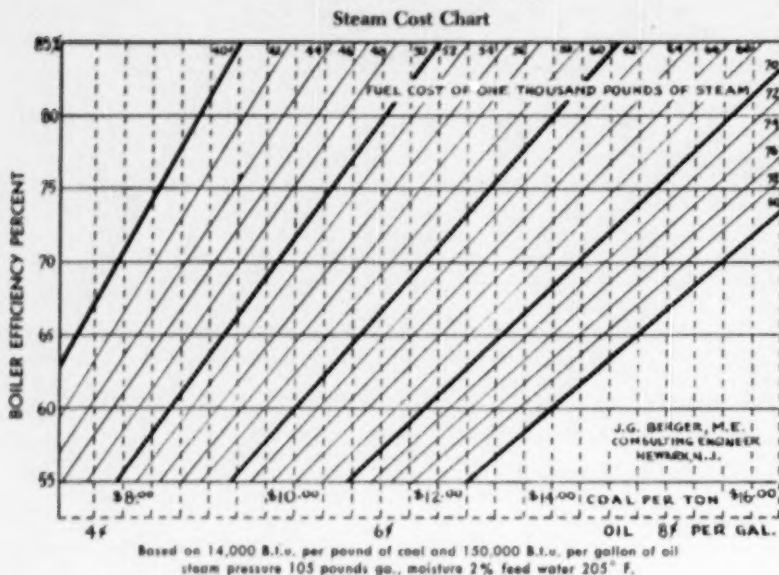


Chart indicates the cost of steam at varying prices for coal and oil with different over-all operating efficiencies. From cost of oil or coal at the bottom of chart trace up to point of assumed boiler efficiency on the scale at the left. The point of intersection on the slanting line will show fuel costs per 1,000 pounds of steam and can be read to nearest cent or to a tenth of a cent by proportion. For example, a laundry using No. 6 Bunker C oil selling at 5.2 cents per gallon with a boiler of 65 percent efficiency will be paying \$3.4 cents per 1,000 pounds of steam. Improving the boiler efficiency to 75 percent will cut steam cost to 2.6 cents, resulting in a saving of 7.4 cents per 1,000 pounds. Or a 70 percent efficient burning 14,000 B.t.u. coal selling at \$10 per ton will deliver 1,000 pounds of steam at 51 cents per thousand pounds. This chart may be used in plotting the comparative costs of coal and oil or for figuring possible savings from stokers and combustion controls. If fuel costs go higher than shown on chart use one half fuel cost and multiply resulting cost of steam by 2.

Table of Factors

(For Determining Trap Capacities at Reduced Pressure)

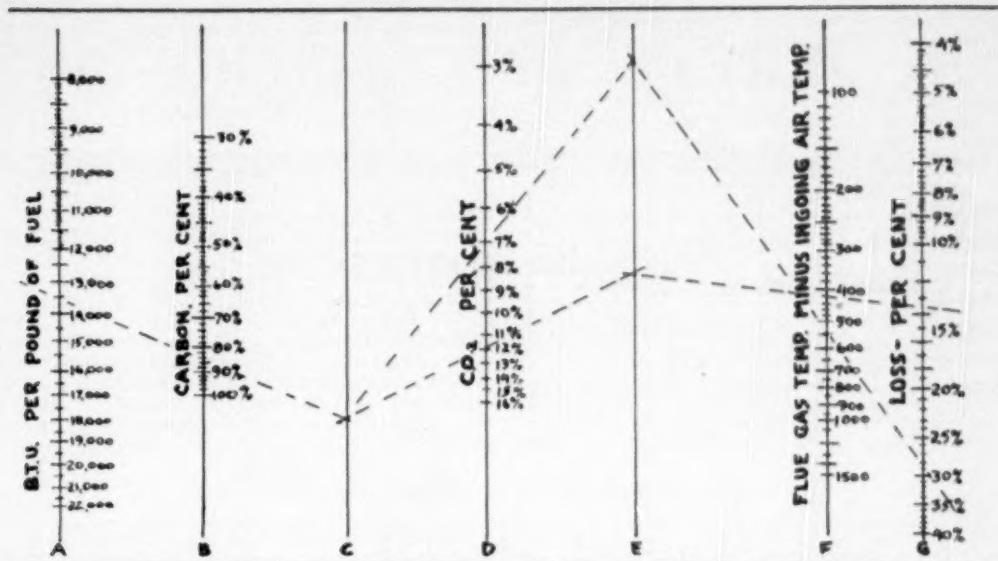
Minimum Operating Pressure	Maximum Operating Pressure																		
	5#	10#	15#	20#	30#	40#	50#	60#	70#	80#	90#	100#	125#	150#	200#	225#	250#	300#	
1/10 lb.	.14	.10	.09	.08	.07	.06	.05	.05	.05	.04	.04	.04	.04	.04	.03	.03	.03	.03	
1/4 lb.	.22	.16	.14	.12	.10	.09	.08	.07	.07	.07	.06	.06	.06	.05	.05	.04	.04	.04	
1/2 lb.	.32	.22	.19	.17	.14	.12	.11	.10	.09	.08	.08	.07	.07	.06	.06	.05	.05	.05	
1 lb.	.45	.32	.26	.23	.19	.17	.15	.14	.13	.12	.11	.11	.10	.10	.09	.08	.08	.08	
2 lbs.	.63	.45	.36	.33	.27	.23	.20	.19	.18	.17	.16	.16	.15	.13	.12	.11	.11	.11	
3 lbs.	.78	.55	.45	.40	.33	.29	.27	.24	.23	.21	.20	.19	.18	.16	.15	.14	.13	.13	
4 lbs.	.89	.64	.52	.46	.38	.33	.30	.27	.26	.24	.23	.23	.20	.19	.17	.16	.15	.15	
5 lbs.	1.00	.71	.58	.52	.43	.37	.34	.31	.29	.27	.26	.25	.23	.21	.19	.18	.18	.16	
10 lbs.		1.00	.82	.72	.61	.52	.48	.44	.41	.39	.37	.36	.32	.30	.27	.26	.25	.23	
15 lbs.			1.00	.85	.73	.62	.59	.56	.51	.48	.45	.43	.39	.36	.32	.30	.29	.27	
20 lbs.				1.00	.83	.73	.66	.61	.58	.55	.51	.49	.44	.42	.36	.34	.33	.31	
25 lbs.					.91	.80	.73	.69	.65	.61	.55	.53	.47	.46	.40	.38	.37	.34	
30 lbs.					1.00	.88	.79	.75	.70	.66	.60	.59	.54	.50	.45	.42	.41	.38	
40 lbs.						1.00	.90	.84	.80	.76	.69	.67	.61	.57	.50	.48	.46	.43	
50 lbs.							1.00	.93	.89	.84	.78	.75	.68	.63	.56	.53	.51	.48	
60 lbs.								1.00	.93	.88	.83	.80	.73	.68	.60	.57	.55	.52	
70 lbs.									1.00	.94	.89	.85	.78	.73	.64	.61	.59	.55	
80 lbs.										1.00	.95	.91	.82	.75	.68	.66	.63	.59	
90 lbs.											1.00	.95	.87	.81	.71	.68	.66	.61	
100 lbs.												1.00	.91	.85	.75	.73	.70	.64	
125 lbs.													1.00	.93	.83	.80	.75	.71	
150 lbs.														1.00	.89	.86	.80	.75	
175 lbs.															1.00	.94	.92	.87	
200 lbs.																1.00	.96	.90	
225 lbs.																	1.00	.97	
250 lbs.																		1.00	
250 lbs.																		.99	

Source: F. D. Anderson Co.

Although a steam trap will operate at pressures below those for which it is designed, the capacity decreases with the fall in pressure. The table above gives correction factors for determining trap capacities at reduced pressures. Locate the normal operating pressure in the top line; follow down this column to the reduced pressure desired. The point of intersection shows the correction factors; multiply the normal trap capacity by the cor-

rection factor, and the product is the trap capacity under the reduced pressure. For example, if a trap designed for 235 pounds pressure delivers 1800 pounds of condensate per hour at maximum operating pressure, at 70 pounds pressure the capacity will be  $1800 \times .61$ , correction factor in this case, = 1098 pounds of condensate per hour at the reduced pressure. Excess condensate in heated equipment lowers the temperature. ●

## Computing Heat Loss in the Flue



Using this chart to compute heat loss in flue, zigzag a ruler from left to right, as shown by dotted lines.

For example, the heat value of coal used in a certain plant is 13,500 B.t.u. per pound; 85 percent of the coal is carbon; the flue gas contains seven percent  $\text{CO}_2$ ; the flue gas temperature is 600 degrees F.; and the temperature of the air entering the furnace is 75 degrees F. What is the heat loss up the chimney due to low  $\text{CO}_2$  and the temperature rise of (600 degrees minus 75 degrees) 525 degrees F.?

Applying the chart, the dotted lines show the solution of the problem as follows: run a straight line through the 13,500 B.t.u., column A, and the 85 percent carbon, column B, and locate the intersection in column C. Then run a line through that point in column C and the seven percent  $\text{CO}_2$  in column D, locating a point in column E. Trace a line through that point in column E and the 525 degree difference, column F, and the inter-

section with column G shows the fuel loss to be 27.7 percent.

Assume furnace conditions are improved to the extent that  $\text{CO}_2$  becomes 12 percent and flue gas temperature is reduced to 500 degrees F. Temperature of air entering the furnace is still 75 degrees F., hence the "difference," column F, is 425 degrees.

Applying the chart, the same point in column C is located as already indicated. Then run a straight line through that point and the 12 percent  $\text{CO}_2$  in column D, locating a new point in column E. Then from this latter point run through the 425 degrees in column F and the fuel loss, as indicated in column G, is found to be 13.7 percent.

Obviously now, the saving in fuel due to improvement in conditions is the difference between the two losses as computed above: 27.7 percent minus 13.7 percent = 14 percent saving. ●

## Heat Loss in Flue Gas

Including losses with varying amounts of excess air and moisture and hydrogen losses for high- and low-moisture, high-volatile bituminous coal

Excess Air %	$\text{CO}_2$ %	Illinois Coal Flue-gas temperature					West Virginia Coal Flue-gas Temperature				
		300F	400F	500F	600F	700F	300F	400F	500F	600F	700F
125	8	14.5	19.0	23.5	28.0	33.0	13.5	18.0	22.5	27.0	32.0
100	9	13.5	18.0	22.0	26.0	30.0	12.5	17.0	21.0	25.0	29.0
80	10	12.5	16.5	20.0	23.5	27.5	11.5	15.5	19.0	22.5	26.5
65	11	12.0	15.5	18.5	22.5	25.5	11.0	14.5	17.5	21.5	24.5
50	12	11.5	14.5	17.5	21.0	24.5	10.5	13.5	16.5	20.0	23.5
40	13	11.0	13.5	16.5	20.0	23.0	10.0	12.5	15.5	19.0	22.0
30	14	10.5	13.0	16.0	19.0	22.0	9.0	12.0	15.0	18.0	21.0
25	15	10.0	12.5	15.5	18.5	21.0	9.0	11.5	14.5	17.5	20.0
Moisture and hydrogen losses alone, %		4.7	4.9	5.1	5.3	5.5	3.7	3.9	4.1	4.3	4.5

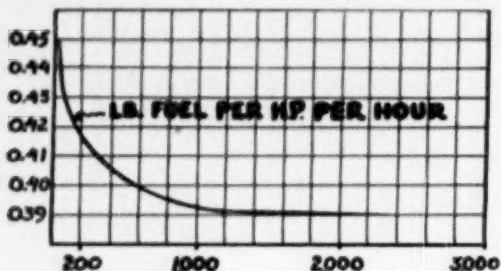
This table assumes all carbon in the coal burned, no  $\text{CO}$  in the gas and no carbon lost as coke in the ash or as soot. Where the carbon lost in the ash and refuse is under 4 percent of the total heat loss, this table is accurate within about 2 percent.

Note the effect of reducing flue temperature 100 degrees F. and increasing  $\text{CO}_2$  content 2 percent at the same time. The difference is a direct increase in boiler efficiency, and a straight saving in the fuel cost. ●

### Diesel Fuel Consumption

The accompanying chart plots approximate fuel consumption of various diesels, based on prewar diesel efficiencies.

For instance, if requirements are very small—50 horsepower or even less—figure on a fuel consumption of 0.45 pounds per horsepower per hour with a modern engine. If a 100 h.p. diesel is employed, the consumption

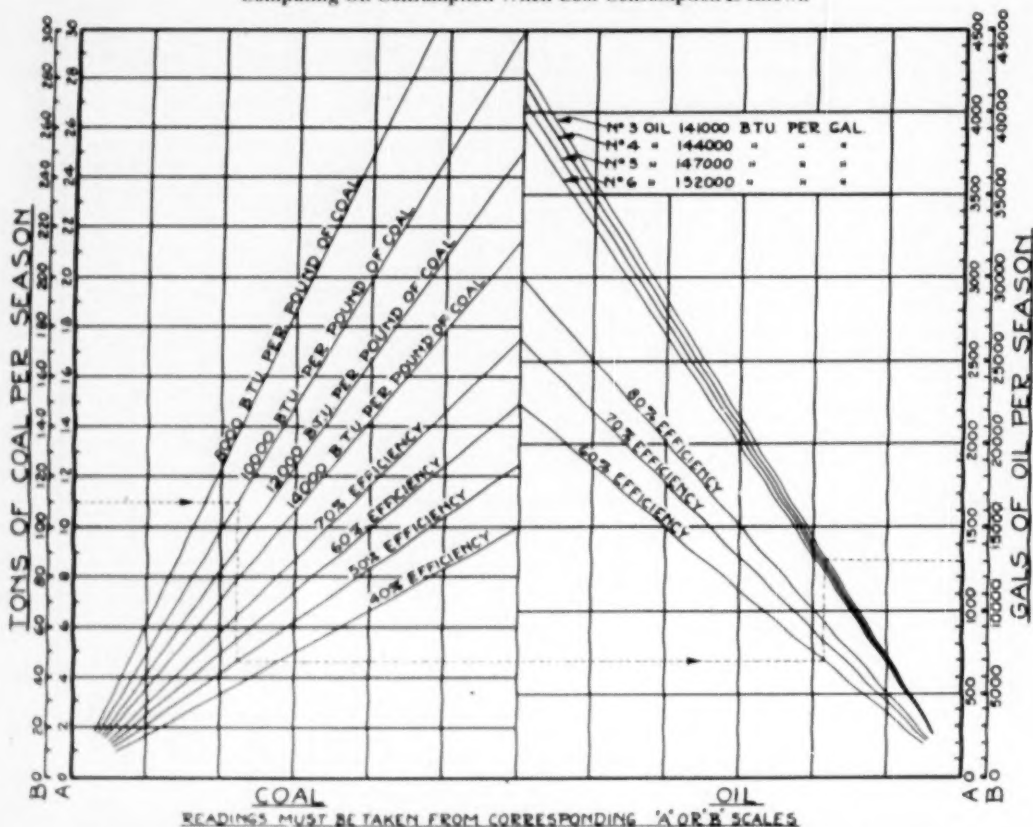


will be about 0.42 pounds per horsepower per hour. The curve shows that with increase in engine size the fuel consumption improves rapidly from the smallest sizes to 200 horsepower. From 200 to 1,000 horsepower the improvement is less rapid. And from 1,000 to 3,000 horsepower the improvement is very slight; it is practically 0.39 pounds per horsepower per hour for all of the sizes in that range.

To determine the efficiency of any engine size, with any fuel, multiply the B.t.u. value of the fuel per pound by the number of pounds per horsepower per hour and divide the product into 2,546.

For example, if the fuel contains 20,000 B.t.u. per pound and requirements call for a 500 h.p. engine, multiply 20,000 by (from the chart) 0.40, which gives 8,000 as the product. Now divide 2,546 by 8,000 and it will be found that the engine will have an efficiency of 31.8 percent, which is a high efficiency as compared with most engines of other types. This means that 31.8 percent of the heat contained in the fuel will be converted into work. Even at 0.45 pounds of fuel per horsepower per hour, other conditions being the same, efficiency will be 28.3 percent. ●

### Computing Oil Consumption When Coal Consumption Is Known



READINGS MUST BE TAKEN FROM CORRESPONDING 'A' OR 'B' SCALES

When coal consumption is known, this chart permits ready estimation of comparative gallons of oil required. Locate coal consumption on left-hand A or B scale, read right to the heat content, down to the efficiency curve. From this point trace horizontally right to the assumed oil efficiency, up to the grade of oil assumed, then right to the corresponding A or B scale for oil and read to the comparative oil consumption. As illustrated in the dotted lines above, if a plant burns 110 tons of 10,000 B.t.u. coal at an efficiency of 50 percent, a comparative oil burning installation using No. 4 oil at 60 percent efficiency will require 13,000 gallons of oil for the same period. The chart may be used in reverse when oil consumption is known to estimate comparative tons of coal needed for a like period of time.



# DRYCLEANING SECTION

## SYNTHETIC SOLVENT

**E**ACH of the three synthetic fluids used in the drycleaning industry—carbon tetrachloride (including carbon tetrachloride-base blended fluids), trichlorethylene and perchlorethylene—has its own particular application.

Likewise, there are three main classes of synthetic drycleaning machines:

**Washer-Cabinet-Drier Systems:** Garments washed and extracted in same basket, removed from basket and hung in ventilated cabinet to dry.

**Washer-Drier Systems:** All washing, extracting, drying or deodorizing done in same basket. Solvent left in garments after extraction is not recovered.

**Washer-Recovery Systems:** Garments washed, extracted and dried in one basket. Solvent left in garments after extraction is recovered by recirculating air which is alternately heated and cooled.

### Physical Properties

Physical and chemical properties of drycleaning solvents as they apply to design of drycleaning machine:

**Washer:** Rapid cleaning possible with chlorinated solvents because of their high solvent power for grease and rapid penetration rate.

**Carbon tetrachloride and perchlorethylene**—cleaning powers just about equal.

**Trichlorethylene**—most efficient fluid for soil removal.

Therefore, machine having large capacity per hour may be built around a relatively small basket by allowing a number of loads to be processed per hour.

**Extractor:** Difference in hold-up of solvent in garments after identical extraction conditions:

**Carbon tetrachloride and perchlorethylene**—no appreciable difference.

**Trichlorethylene**—slightly more recoverable by extraction.

**Filter:** Operation essentially same with any of the synthetic fluids; normal precoat and operating additions will work equally well with any of the three fluids under identical conditions.

A large item in solvent consumption is solvent left in discarded filter sludge, which accounts for approximately  $\frac{1}{3}$  of solvent consumed in one washer-cabinet-drier machine.

**Still:** Three physical properties of the solvents have to be taken into account as regards the still—specific heat, boiling point, latent heat of vaporization. All three add up to heat input required to distill the solvent. The three solvents have approximately the same specific heat of around .2, and approximately the same latent heat of vaporization. The main difference is in the boiling point: carbon tetrachloride, 169.7 degrees F.; trichlorethylene, 188.4 degrees F.; perchlorethylene, 250.2 degrees F.

**Carbon tetrachloride and trichlorethylene**—may be distilled at low steam pressures, usually not in excess of 10 pounds per square inch gauge pressure.

**Perchlorethylene**—will require approximately 50 pounds. In some machines this factor rules out perchlorethylene, since still coils or jackets will not stand the higher pressure, or area of coils is not large enough to have sufficient heat input for distillation of this fluid.

**Solvent Recovery:** Vapor pressure exerted by the various fluids is greatest single factor affecting solvent cost. Vapor pressure determines how much fluid is lost in the drycleaning operation, also amount of solvent that may be recovered from garments after extraction.

**Evaporation rate** (taking ether as having a rating of 100):

Carbon tetrachloride—33

Trichlorethylene—28

Perchlorethylene—9

(Continued on following page)

### Physical Properties of Synthetic Solvents

	Carbon Tetrachloride	Tri- chlorethylene	Per- chlorethylene
Chemical formula	$\text{CCl}_4$	$\text{C}_2\text{HCl}_3$	$\text{C}_2\text{Cl}_4$
Boiling Point, °F.	169.7	188.4	250.2
Latent Heat of Vaporization at boiling point, B.t.u./lb.	84.2	103.0	90.0
Specific Heat, Liquid	0.205	0.225	0.205
Viscosity, Liquid (68° F.) cp.	0.969	0.58	0.88
Surface Tension (in air) dynes/cm.	25.4 (in nitrogen) at 77° F.	Approx. 29 at 86° F.	32.32 at 68° F.
Specific Gravity (20°/4° C.)	1.594	1.464	1.623
Pounds per gallon (68° F.)	13.30	12.30 (59° F.)	13.55
Vapor Pressure, mm. Hg. (68° F.)	91	58.5	14.2
Evaporation Rate (ether-100)	33	28	9
Flammability, Underwriters' Laboratories Rating	0	3	0

(Continued from preceding page)

**Solvent Costs:** Only true basis for comparison is solvent cost per pound of garments cleaned. It matters little what is paid for a drum of solvent, but it does matter how much cleaning a drum of solvent will do.

In one popular washer-cabinet-drier machine, losses were determined, by extensive laboratory and field tests, to be distributed as follows:

	Perchloroethylene	Carbon tetrachloride
Filter loss	6.0 lbs.	6.0 lbs.
Hold-up	13.1 lbs.	14.0 lbs.
Self residues	.4 lb.	.33 lb.
Evaporated loss	3.5 lbs.	9.87 lbs.
Total loss, solvent per 100 lbs. garments	23.0 lbs.	30.20 lbs.

Taking a base price of 11.75 cents per pound for perchlorethylene and 8.5 cents per pound for carbon tetrachloride, this represents a cleaning cost of 2.70 cents per pound for perchlorethylene as against 2.56 cents for carbon tetrachloride. A comparison of the figures cited above shows that while perchlorethylene costs \$1.58 a gallon and carbon tetrachloride only \$1.13, high evaporation rate of carbon tetrachloride partially offsets higher cost per gallon of perchlorethylene.

### How to Reduce Cleaning Costs

Hold-up of solvent in garments after extraction: Varies with efficiency of extractor, which is a function of the diameter of the extractor basket and speed of extractor. This factor is built into machine and cannot be varied.

Length of extraction time: Can be varied.

*Example:* Variation in amount of solvent left in clothes after extraction. Garments extracted were wool, extraction time seven minutes in all cases.

Machine No.	Diameter of basket	Extraction speed	Solvent hold-up %
1.	27"	900	12.5
2.	30"	860	12.5
3.	34"	810	13.5
4.	30"	750	14.5
5.	32"	640	16.0
6.	24"	550	22.0

Recovery of solvent left in garments after extraction in separate recovery-drier will reclaim 90 percent of hold-up solvent. Will reduce cleaning cost to nearly one cent a pound with perchlorethylene, most completely recoverable solvent.

Filter loss: Much of this loss may be recovered by back-washing the sludge and steam-stripping when perchlorethylene is used.

Evaporation losses in operation: Minimized by using perchlorethylene.

By carrying out each of these solvent-saving steps, the solvent cost of cleaning with perchlorethylene may be held to .75 cents to one cent per pound, as compared to 1.75 cents to 3.5 cents per pound for carbon tetrachloride, depending on efficiency of equipment and operations.

These studies of solvent costs have been limited to perchlorethylene and carbon tetrachloride, since these two solvents afford the greatest contrast.

Chief advantage of trichlorethylene: Lends itself to construction of lower-priced machine from low-cost materials of construction.

Trichlorethylene should only be used in machines especially designed for it as this solvent has a tendency to bleed fugitive cellulose acetate dyes when the temperature of the solvent exceeds 80 degrees F. ●

Source—E. I. du Pont de Nemours & Company, Electrochemicals Department

## PETROLEUM SOLVENT

**STANDARDS** for petroleum distillates used in dry-cleaning cover physical and chemical properties, methods of testing, certification of quality.

### Standards for Stoddard Solvent

(Commercial Standard CS 3-40):

1. *Material:* Stoddard solvent shall be a petroleum distillate.

2. *Appearance:* It shall be clear and free from suspended matter and undissolved water.

3. *Color:* It shall be water-white or not darker than 21 by Saybolt chromometer.

4. *Odor:* Solvent shall be free from rancid and objectionable odors.

5. *Corrosive Properties:* Copper shall show not more than extremely slight discoloration when submerged in solvent for three hours at 122 degrees.

6. *Doctor Test:* Solvent should react negatively.

7. *Sulphuric Acid Absorption Test:* Not more than 5 percent of the solvent should be absorbed by CP sulphuric acid (93.2 percent).

8. *Flash Point:* Shall not be lower than 100 degrees.

9. *Distillation Range:* When a sample is distilled according to specifications, not less than 50 percent should be recovered when the thermometer reads 350 degrees F. and not less than 90 percent when the thermometer reads 375 degrees F. and the end point shall not be higher than 410 degrees F.

10. *Residue:* When a sample is distilled the residue shall not be more than 1.5 percent.

11. *Acidity:* Residue from distillation shall not show an acid reaction.

A petroleum solvent meeting the above specifications is classified by Underwriters' Laboratories, Inc., in a class with kerosene in respect to fire hazard.

### Standards for 140 F Solvent

The 140 F solvent has been developed in an effort to produce a workable solvent that would have a flash point higher than that set for Stoddard solvent and would show a high degree of safety in regard to fire hazard.

The main specification required by the Underwriters' Laboratories for 140 F solvent is that the flash point be a minimum of 138.2 degrees F. According to the Underwriters' listings this type of solvent is placed in a class between paraffin oil and kerosene.

The Stoddard solvent specifications are concerned only with the solvent and do not require any designated type of equipment.

In the use of 140 F solvent, specifications have also been set up in respect to the type of equipment in which it should be used for maximum safety. In some cases the equipment approved has been tumblers and drying cabinets. Some complete drying units have been approved for the use of 140 F solvent.

Approved drycleaning systems together with particular listed drying cabinets or tumblers are suitable only for use with listed cleaning liquids classified with respect to fire hazard and complying with the following specifications:

1. *Flash Point* (closed cup): Not lower than 138.2 degrees F.

2. **Initial Boiling Point:** Not lower than 357.8 degrees F.
  3. **Ignition Temperature:** Not lower than 453.3 degrees F.
  4. **Lower Limit of Explosion Range:** Not less than 8 percent by volume in air at initial temperature of 302 degrees F.
  5. **Spontaneous Heating:** The cleaning material shall not heat spontaneously.
- The color, odor, corrosion and doctor tests are the

same as those commonly used for Stoddard solvent.

Along with the use of approved systems, the installation should be set up in accordance with the standards of the National Board of Fire Underwriters for safeguarding drycleaning and dyeing plants. Authorized inspectors should be consulted before installation.

The use of either of these solvents is regulated by the state fire marshal's office and the regulations vary considerably from one state to another. ●

Source—Anderson-Prichard Oil Corporation

## MISCELLANEOUS

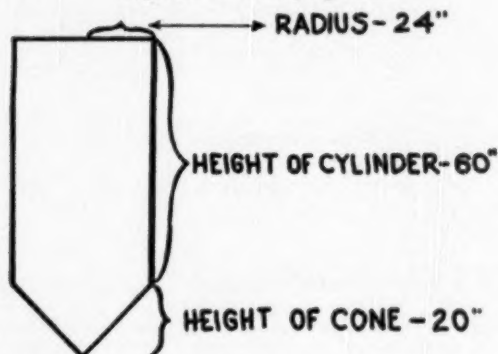
### Pumps for Filter Circulation

Following chart shows pump size recommended for each size of filter and speed at which each should operate to produce intended flow rate

Filter Gallons Per Hour	Size of Suction & Discharge Pipes	R. P. M. Pump Pulley	Diameter Pump Pulley	Gallons Per Revolution
400	1"	450	4 3/4"	0.015
600	1"	650	4 3/4"	0.015
1000	1 1/2"	375	7"	0.044
1200	1 1/2"	230	10"	0.087
2000	2"	265	10"	0.125
2200	2"	235	12"	0.235
5000	2"	350	12"	0.13
8000	3"	150	24"	0.53

Source—Fiking Pump Co.

### Capacities of Clarifying Tanks



To calculate the number of gallons in the cylinder of a clarifying tank use the following data:

$$\pi \times \text{radius}^2 \times \text{height} = \text{cubic inches in cylinder}$$

$$231 \text{ cubic inches} = 1 \text{ gallon}$$

$$\text{Cubic inches} \div 231 = \text{gallons in cylinder}$$

Given a clarifying tank cylinder with a radius of 24 inches and a height of 60 inches:

$$\frac{3.1416 \times 24 \times 24 \times 60}{231} = 469.9 \text{ gallons}$$

To calculate the number of gallons in the cone of a clarifying tank use the following formula:

$$\frac{1/3 \pi \times \text{radius}^2 \times \text{height}}{231} = \text{gallons in the cone}$$

To find the capacity of a clarifying tank cone with a radius of 24 inches and a height of 20 inches:

$$\frac{3.1416 \times 24 \times 24 \times 20}{3 \times 231} = 52.2 \text{ gallons}$$

### Capacities of Drycleaning Washers

It is impossible to quote precise washer loads to fit all types of equipment and diversified local conditions. The following capacities are average figures based on the recommendations of various washer manufacturers, detergent producers and drycleaning supply houses

Size	Wood	Metal
30 x 30	30	—
30 x 40	40	50
30 x 48	50	63
36 x 48	67	85
36 x 54	78	95
36 x 64	96	112
36 x 72	103	117
42 x 54	107	124
42 x 64	128	154
42 x 72	139	158
42 x 84	167	198
42 x 96	191	226
42 x 120	226	250

### Extractor Speeds

The revolutions per minute given in the table below are those recommended by most manufacturers for extractors of various sizes

Diameter	R. P. M.
20"	1360
26"	1260
28"	1150
30"	1110
40"	900
48"	725
60"	610

### Recommended Drycleaning Washer Speeds

Drycleaning washers should travel between 160 and 180 linear feet per minute depending upon rib height and type of clothing being cleaned. Use the slower speeds for silks washed in high-ribbed machines. Most manufacturers recommend the following revolutions per minute as speeds for drycleaning washers of various diameters

Diameter	R. P. M.
30"	20-30
36"	17-19
42"	15-16

### Finishing Hints

#### Steam Line Size

Number of Presses	Size Steam Line
1-2	1/2 inch
3-4	3/4 inch
5-6	1 inch
6-10	1 1/4 inches
10-14	1 1/2 inches
14-25	2 inches

### Maximum Temperatures for Various Fabrics

Fabric	Temperature
Rayon	280 to 300 deg. F.
Nylon	280 to 300 deg. F.
Silk	320 to 340 deg. F.
Wool	350 to 370 deg. F.
Cotton	400 to 420 deg. F.
Linen	450 to 500 deg. F.

## SPOTTING SUGGESTIONS

1. KEEP tight corks or covers on all spotting agents. Only solvents safe for use on all fabrics should be kept conveniently at hand.

2. Remember that fabrics are most sensitive when wet. Don't rub a wet fabric with a chamois skin, turkish towel or brush. Use a tamping action. Scratching a wet fabric with the fingernail may cause irreparable damage.

3. After use, spotting brushes should be hung up to dry or left face down so the water drains from the bristles. Soaking swells fibers and splits the wood base.

4. Keep spotting brushes in shape. Uneven bristles cause inaccurate application and may hurt the fabric.

5. Gouging with the point of the spatula will lead to damage claims. Use with an easy tamping action.

6. On cellulose acetate fabrics always make a colorfastness test on an unexposed portion of the garment to discover whether certain dangerous spotting agents, such as alcohol, may be employed.

7. Use a dropper to apply spotting agents. Frequently, a few drops will do the job; when small amounts are used, removal of the agent is simplified.

8. Don't use hot soap solutions on fugitive or weak colors.

9. Before resorting to wetcleaning a garment consider handbrushing with dry solvent and soap.

10. When applying a digester to an albuminous stain make certain all the soap, alkali or acid is thoroughly rinsed out.

11. Remove metal trimmings, hooks, eyes, metallic buttons, pins or zippers before bleaching. Use stone, wood or earthenware containers for the bleach bath. Crowding garments in the tub is one of the major causes of uneven bleaching.

12. In employing a steam gun keep the jet moving at all times. If the gun is held perpendicular to the fabric, a hole will result. In removing food stains, flick at the spot, returning to it again and again.

13. Remove all spotting agents from the fabric. If they are dry, like paint removers, flush them out with a dry solvent. If they are wet, like ammonia or dilute acetic acid, flush them out with water. If they are soaps,

flush or rinse them out.

14. In drying garments circulation of air is more important than high temperatures.

15. Know when to quit. In cases where it is impossible to remove the stain without danger to the fabric, it is better to leave the spot than to ruin the garment.

Source—Spotting Manual

### Stains to Be Prespotted

**STAINS** which are set by the heat encountered in drycleaning and pressing should be recognized readily by markers and spotters. The following stains should always be removed in prespotting.

**Blood:** A stain red to brown in color, both absorbed and built-up, usually found in the front of garments.

**Coca-Cola:** Entirely absorbed, may be very faint before going through the drycleaning process. In some cases it will spread over wide areas of silk and woolen garments.

**Cod Liver Oil:** Yellow in color, absorbed, often long and narrow following the filler threads. When oxidized will have a slight rancid odor.

**Coffee:** Color will vary from light brown to dark brown depending on the amount of cream in the coffee; entirely absorbed. Stain will tend to spread in wide splotches with irregular edges.

**Pigment Dyes:** A common stain on the seat and shoulders of a garment, usually picked up from leather upholstery.

**Perfume:** May be identified by odor and location on front of garments. In pronounced cases may leave a round or circular stain, light in center with the dissolved dyestuffs pushed out to the circumference in a dark, heavy ring.

**Road Oil, Tar, Asphalt:** Black, built-up stain with a rough, uneven surface and irregular edges. If fresh, has a distinctive odor.

**Syrup:** Sticky when wet, often identifiable by odor.

**Tea:** Similar to coffee, but more tenacious. ●

## WAGE INCENTIVE DATA

### Production Standards

#### Pounds Per Man-Hour

	A	B	C	D	E	F	G	H	I	J
Marking	481.6		69.3	96.8	50.0	44.4	52.9	27.3	59.1	51.7
Cleaning	72.9	76.0	37.7	40.4	14.0	26.0	30.4	28.0	20.3	26.8
Finishing	30.2	34.5	15.5	14.0	10.0	9.8	11.0	9.7	8.1	6.0
Packing	291.4	75.4	100.3	42.1	37.6	42.0	27.0	37.3	41.6	37.0

#### Pieces Per Man-Hour

	A	B	C	D	E	F	G	H	I	J
Marking	385.3		60.2	67.6	41.4	39.4	40.2	23.1	57.7	49.6
Cleaning	58.4	54.8	32.8	28.2	11.6	23.1	23.1	23.4	19.9	25.6
Finishing	24.1	24.8	13.5	9.8	8.3	8.7	8.4	8.1	7.9	5.7
Packing	233.1	54.4	87.1	29.4	31.2	37.1	20.3	31.6	40.7	35.5

Definitive production standards applicable to any cleaning plant cannot be given for many reasons such as constant changes in methods and equipment, variations in quality standards, job doubling up, especially in small plants. Figures above are from 10 well-managed plants ranging from very low to very high production rates, \$5,000 to \$45,000 weekly volume, 39-cent to \$1.35 prices. Spotting is not included because

widest variation in standards is found in that department. High-quality operators should equal lowest output shown; mass-production plants should aim at the top.

### Southern Service Production Standards

Production Job	Pieces Per Man-Hour
Pressing trousers	40
Pressing men's coats	35
Pressing long coats*	20
Finishing long coats by steam-air	40
Pressing skirts**	30
Marking	150
Assembling	125
Pressing mixed wools	20
Pressing silk dresses***	12

\*Men's and women's topcoats and lightweight fall and winter coats.

\*\*Without bodices.

\*\*\*Plain and fancy as they come.

Source—Claude Lucas

Standards of Southern Service Company of California prove that small plants can achieve high production. Prewar volume of this company's plants ranged from about \$800 to \$5,000 per week, average about \$1,500. Smallest in group had same standards as largest.



## FUR SECTION

### Fur Storage Definitions

**H**UMIDITY control is increasingly recognized as one of the most important factors in the successful operation of the fur and woolen garment storage business. Besides moth damage, mold as a damaging element is becoming more important with the growth of the apartment-dwelling population. It calls for accurate and careful humidity control.

If fur garments are kept in an absolutely bone-dry atmosphere they lose some of their natural oils and pliability. They then become vulnerable to breakage and to loss of hair from the pelts. If too much humidity is present, mold damage may completely ruin a garment.

The following terms are often used:

*Hygroscopy*: Hygroscopic materials are those which

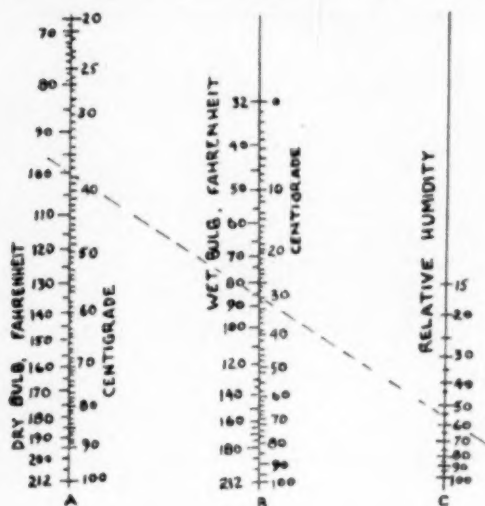
readily absorb and retain moisture. Furs are hygroscopic. Temperature and relative humidity affect hygroscopic moisture content of furs and, in turn, their weight, strength, appearance, quality, and workability.

*Dew Point*: The temperature at which moisture in air will condense if cooled at constant barometric pressure. Air has a capacity to hold moisture which increases with the air temperature and decreases as the air temperature is lowered. If air is cooled to the point where relative humidity reaches 100 percent, the moisture will be given up in the form of condensation. At that temperature, the air has reached dew point.

*Example*: Air at 70 degrees dry bulb and 65 degrees wet bulb (see below) has a dew point of 62.5 degrees F. If the air is passed over a cooling coil which has its surface maintained at a temperature of below 62.5 degrees, the moisture in the air

### Gauging Relative Humidity

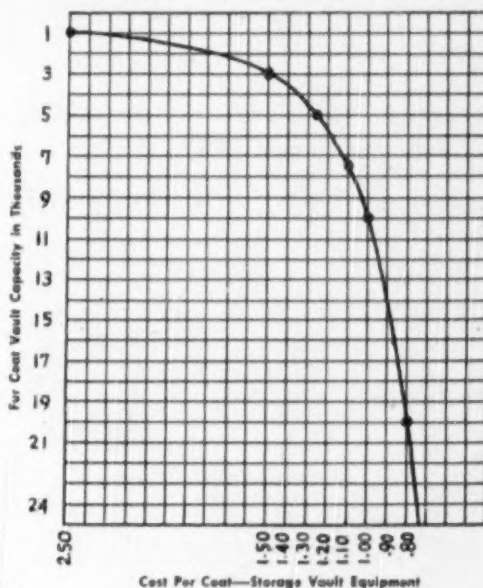
The accompanying chart makes it possible to gauge relative humidity quickly. Run a straight line through the dry bulb temperature, column A, and the wet bulb



temperature, column B. The relative humidity is given at the intersection with column C. Thus, if the dry bulb temperature is 100 degrees F. and the wet bulb temperature 85 degrees F., the dotted line drawn across the chart shows that the relative humidity, column C, is 54 percent.

The chart is based on a formula developed by the U. S. Bureau of Standards. Temperatures are given in both Fahrenheit and Centigrade. ●

### Approximate Cost of Vault Equipment



### Capacities of Fumigation Cabinets

Inside Area (Cubic Feet)	Capacity (Number Fur Coats)
141	40
219	70
297	100
375	130
453	160
531	190
639	220
717	250

will be given up as a condensation on the coil (the process of dehumidification or latent cooling).

**Relative Humidity:** The percentage of the maximum amount of water vapor or moisture which can be absorbed by air at a given temperature. It is determined by the wet bulb depression or can be measured by a direct reading hygrometer. A hygrometer usually employs hair or other material which is sensitive to humidity changes.

**Wet Bulb Temperature:** Air temperature measured by a thermometer equipped with a wick (on a bulb) which is saturated with water. When air is passed over the bulb, the thermometer will drop below the dry bulb temperature of the air because of the evaporative cooling effect. The wet bulb reading is taken when the wet bulb thermometer reaches its lowest point. The number of degrees it falls below dry bulb temperature

is called "wet bulb depression," which is a measure of relative humidity.

Wet bulb temperature provides a means of determining the latent cooling load or latent cooling effect when used in conjunction with a psychrometric chart. The instrument ordinarily used to take wet bulb reading is a psychrometer.

*Example:* Air at 70 degrees dry bulb and 60 degrees wet bulb has 56 percent relative humidity and contains 26.5 B.t.u. per pound. At 70 degrees dry bulb and 65 degrees wet bulb, the relative humidity is 77 percent, and total heat contained is 30 B.t.u. per pound.

**Refrigeration:** May be defined as the process of cooling or removing heat. It is the process by which the temperature of a given space or substance is lowered below that of the atmosphere or surrounding materials. This is accomplished by transferring the heat contained in one substance to another. ●

Fur Cleaning Classification and Work Chart

Classification of Fur	Type of Fur	Drumming Time	Caging Time	Glazing Procedure
Water Rodents	Beaver	1 hour	1 hour	Use permanganate solution and 175 deg. F. iron Use permanganate solution and 175 deg. F. iron Use commercial glazing solution
	Nutria	1 hour	1 hour	
	Hudson Seal	30 to 45 minutes	25 to 30 minutes	
Land Rodents	Muskrat	30 to 40 minutes	15 to 20 minutes	Use commercial glazing solution. Usually no glazing is necessary on lepin
	Rabbit			
	Dyed Coney			
	Lepin	30 to 45 minutes	30 to 45 minutes	
	Northern Seal			
The Cat Family	Beaverette			Separate glazing procedure usually not required
	Marmot			
	Leopard			
	Ocelot	30 to 40 minutes	25 to 30 minutes	
The Dog Family	Leopard Cat			These furs usually used for scarfs. To prevent breakage of buckles and eyes, do not cage
	Lynx			
	Civet Cat			
	Foxes	45 to 60 minutes (bagged)		
The Bear Family	Wolf			Use commercial glazing solution
	Coyote			
	Chinese Dog			
The Bear Family	Raccoon	1 hour	1 hour	Usually no separate glazing process is necessary
	Bear			
The Weasel Family	Mink	30 to 40 minutes	30 to 40 minutes	Use commercial glazing solution
	Kolinsky	30 to 40 minutes	30 to 40 minutes	
	Fitch	30 to 40 minutes	30 to 40 minutes	
	Fisher	30 to 40 minutes	30 to 40 minutes	
	Weasel	30 to 40 minutes	30 to 40 minutes	
	Otter	45 minutes	30 minutes	
	Skunk	45 minutes	30 minutes	
Pouched Animals	American Opossum	45 minutes	45 minutes	Use commercial glazing solution
	Australian Opossum			
Curly Furs	Russian Caracul			No glazing fluid to be used
	Black Caracul			
	Chekiang Caracul	20 to 30 minutes	5 to 10 minutes	
	Persian Lamb			
	Krimmer Lamb			
Hoofed Animals	Krimmer			No glazing fluid to be used
	Pony	35 to 45 minutes	35 to 45 minutes	
Alaska Seal	Kidskin	20 to 30 minutes	10 minutes	No glazing fluid to be used
	Safari Seal	35 to 45 minutes	35 to 45 minutes	
Delicate Furs	Black Seal			Use permanganate solution and 175 deg. F. iron wrapped in paper
	Galyak			
	Chinchilla			
	Mole			
	Squirrel	Hand Clean	Shake out by hand or with a suction work table	
	Broadtail			
	Baranduki			

## AIL BULLETINS AND SPECIAL REPORTS

**T**HESE Service Bulletins, Technical Bulletins, and Special Reports issued by the American Institute of Laundering are available as of April 26, 1950. As printing costs are high and the supply is limited, those requesting them should order only those for which they have immediate use. They can be obtained by writing to the American Institute of Laundering, Joliet, Illinois.

Bulletins are listed under four classifications: (1) Sales; (2) Production; (3) Management; and (4) Power and Engineering. Titles and order numbers of Service and Technical Bulletins are printed in roman type. Special Report titles and order numbers are printed in *italics*. Order numbers marked with an asterisk (\*) are bulletins to be discontinued when present supply is exhausted.

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# BREAK-EVEN CHARTS

**T**HE combination of increasing costs, increasing competition, and decreasing profits has focused attention on the need for controls of costs and profits in laundry accounting procedure. Break-even charts provide a means of visualizing the effect of changes of volume or prices, and use of this excellent management tool has been endorsed by firms specializing in this type of work.\*

Once you have accumulated certain basic information on your plant, it is not difficult to construct your own break-even chart. You must know:

1. Physical capacity of your plant in pounds, bundles, or percentage of capacity.
2. Potential sales income at capacity operation.
3. Amount of fixed costs (costs which do not fluctuate with volume such as rent, insurance, depreciation, taxes, executive supervisors and office salaries, etc.).
4. The ratio of variable costs (costs which vary according to the volume being processed) to sales income, expressed as a percentage. The services of a professional accountant may be helpful in deciding which costs are variable and which are fixed.

Chart No. 1 below is a break-even chart of a typical laundry. The chart was prepared as follows. It was figured that the plant was operating at 80 percent of capacity, and its weekly sales were running at \$4,000 per week. Therefore, if the plant were to be operated at capacity, sales would run \$5,000 per week. Fixed costs were figured at \$1,250 per week, and variable costs were calculated at 60 percent of weekly sales.

A square was laid out on cross-section paper with ten spaces across the bottom to represent capacity of zero to 100 percent, and with ten spaces running up the left side of the square representing weekly dollar sales from zero to \$5,000. Vertical and horizontal lines were drawn from the space marks to form a graph.

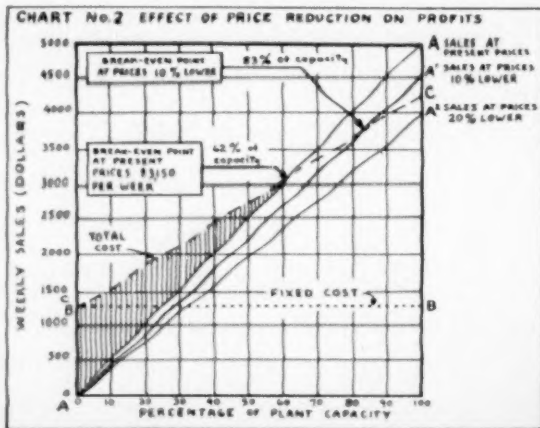
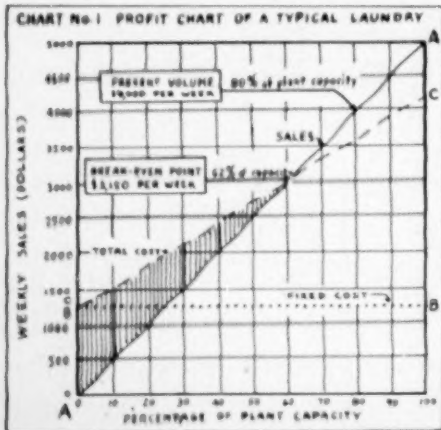
The first line drawn was A—A, representing total sales. The line was drawn diagonally across the graph so that any given amount of production could be translated into sales at the intersection of the vertical and

horizontal lines. Then line B—B was drawn straight across the graph at a point indicating \$1,250 of fixed costs. Fixed costs would remain constant, of course, regardless of what the volume of production or sales happened to be.

The next line to be plotted was that representing total cost, which is indicated on Chart No. 1 by line C—C. At zero production, the plant still has to pay its fixed costs, \$1,250. Therefore, a line indicating total cost would have to start at this point. As variable costs amounted, in this case, to 60 percent of sales, they would total \$3,000 at 100 percent capacity or at \$5,000 weekly sales. Accordingly, at 100 percent capacity, total cost amounted to \$3,000 (variable costs) plus \$1,250 (fixed costs), or \$4,250. A point equivalent to this total was, therefore, marked on the 100 percent of capacity line. The total cost line, C—C, was then drawn to connect this point and the \$1,250 mark on the zero capacity line.

As the break-even point must be the point where total costs are matched by sales income, the intersection of line A—A (sales) and line C—C (total cost) is the break-even point for this plant. This point was found to be \$3,150 per week. The shaded area below the break-even point indicates loss, and the space between the cost and sales lines above the break-even point represents profit—increasing as plant capacity is approached. Present sales of the plant were stated as \$4,000, so its profit was \$350 per week.

Chart 2 indicates the effects of 10 and 20 percent price reductions. Total costs (except for a slight reduction in routemen's commissions) remain constant. Line A—A' represents a drop of 10 percent in sales income, and indicates that physical volume must be increased from 62 percent to 83 percent, and sales must be increased from \$3,150 to \$3,735 in order to break even. If prices were lowered 20 percent, income would be below the total cost line at plant capacity and the plant could not possibly break even unless capacity were increased or costs substantially reduced. ●



\* This article is based on charts and information provided through courtesy of John Carruthers & Co., Boston, Mass.





HIGH SPEED  
SPRAY GUNS



FLAT WORK  
SPRAY GUN



STEAM  
ELECTRIC IRON



WATER SPRAY  
IRON



STEAM ELECTRIC  
WATER SPRAY IRON



IRONING BOARD



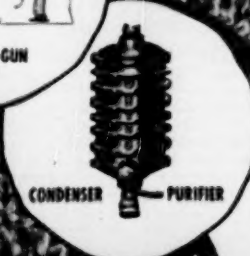
PUFFER SETS



STEAM  
FINISHING BOARD



SPOTTING GUN  
UNIT



CONDENSER  
PURIFIER



TURTLE-BACK  
PUFFER



SHOULDER  
PUFFER

INCREASE PROFITS... CUT COSTS... STEP UP PRODUCTION

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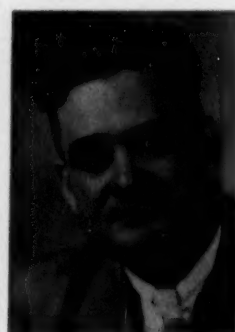
HENRY CABOT LODGE, JR.



FRED W. MCBRIEN



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DAVID T. P. NELSON



ANDREW S. ORMSBY



CLAUDE A. PUTNAM



JAMES V. SCATTERGOOD



WEST STOTTS



BERNARD VELLINGA, JR.

## CONVENTIONS

Virginia Association of Launderers & Cleaners  
Hotel Roanoke,  
Roanoke, Virginia  
September 18-19

Launderers' and Dry Cleaners' Association of the  
Province of Quebec  
Annual Convention  
Alpine Inn  
Ste. Marguerite, P. Q.  
September 21-24

British Laundry, Dry Cleaning & Allied  
Trades Exhibition  
Olympia, London W., England  
September 28-October 7

New York Laundryowners Association  
Fall Conference  
Saranac Inn  
Saranac, New York  
September 29-October 1

National Association of Institutional Laundry Managers  
Kenmore Hotel  
Boston, Massachusetts  
October 5-7

American Institute of Laundering  
Annual Convention and Exhibit  
Boston, Massachusetts  
October 7-9

Canadian Research Institute of Launderers and Cleaners  
Annual Convention  
Royal Alexandra Hotel  
Winnipeg, Manitoba, Canada  
October 22-24

Indiana Laundryowners Association Winter Meeting  
Hotel Lincoln  
Indianapolis, Indiana  
December 1-2

S



JAMES R. WILSON

JAMES F. YATES

## CONVENTION CALENDAR

National Institute of Cleaning & Dyeing  
Convention and Exhibit  
Atlantic City, New Jersey  
February 4-7, 1951

Massachusetts Laundryowners' Association  
Annual Meeting and Spring Convention  
Hotel Statler  
Boston, Massachusetts  
April 6-7, 1951

Texas Laundry & Dry Cleaning Association  
Oklahoma Laundryowners Association  
Rice Hotel  
Houston, Texas  
April 11-12, 1951

Linen Supply Association of America  
Hollywood Beach Hotel  
Hollywood Beach, Florida  
April 15-18, 1951

Laundry & Cleaners Allied Trades Association  
Laundry & Dry Cleaners Machinery Manufacturers  
Association  
The Greenbrier  
White Sulphur Springs, West Virginia  
April 25-27, 1951

Pennsylvania Laundryowners Association  
Haddon Hall Hotel  
Atlantic City, New Jersey  
May 3-5, 1951

Indiana, Illinois, Michigan and Ohio Laundryowners  
Drake Hotel  
Chicago, Illinois  
May 17-19, 1951

Missouri, Kansas, Iowa and Nebraska Launderers and  
Cleaners  
Lassen Hotel  
Wichita, Kansas  
May 17-19, 1951

# PROGRAM

63rd Annual Convention and Exhibit  
American Institute of Laundering  
Mechanics Hall  
Boston, Massachusetts  
October 7-8-9, 1950

### SATURDAY, OCTOBER 7

- 9:30 a.m. Exhibitors' Day, Mechanics Hall  
12:30 p.m. Ladies Luncheon and Style Show, Ballroom, Hotel Statler  
2:00 p.m. Opening Convention Session, Paul Revere Hall, Mechanics Hall  
"Power Behind the Nation," film produced by Motion Picture Association of America and Warner Brothers  
Address by Don H. Murdoch, president, Kiwanis International, Fearless Laundry, Winnipeg, Manitoba, Canada  
"Hiring the Right Route Salesman," Dr. W. A. Egger, chief psychologist, Lumbermens Mutual Casualty Company, Chicago, Illinois  
"Selling in 1950," Gene Fleck, sales counsel and director of advertising, Sunshine Biscuits, Inc., Long Island City, New York  
8:30 p.m. Convention Session, Ballroom, Hotel Statler  
Recital by Mystic Glee Club  
Report of the president and introduction of the All board of directors, Fred W. McBrien  
"Small Business Is Big Business," Claude A. Putnam, Keene, New Hampshire, president, National Association of Manufacturers

### SUNDAY, OCTOBER 8

- 10:00 a.m. Profit Improvement Conference, Ballroom, Hotel Statler  
"Profit Control through Budgeting and Standard Costs," John Carruthers, John Carruthers and Company, Boston, Mass.  
"Profit Control through a Permanent Cost System," Kenneth Weiser, M. R. Weiser and Company, New York, New York  
"Office Methods That Will Save You Money," James V. Scattergood, manager, department of accounting and statistics, A.I.L.  
"Solving the Bookkeeping Problem for the Small Plant," James R. Wilson, J. R. Wilson and Company, Atlanta, Georgia  
12:30 p.m. Luncheon, Statler Hotel, Parlor A  
National Council of Presidents and Secretaries, Washington Activities Committee and the Council of Laundry Association Executives  
"The Necessity of Voting and Making Your Influence Felt," David T. F. Nelson, Nelson-Huckins Laundry, Texarkana, Texas  
1:00 p.m. Exhibits, Mechanics Hall  
2:00 p.m. Convention Session, Paul Revere Hall, Mechanics Hall  
"Enterprise," film produced by Cluett, Peabody and Company, Troy, New York  
"Latest Washington Developments," Harold K. Howe, manager Washington office, A.I.L.  
"Labor Relations in the Laundry Industry," Andrew S. Ormsby, head, department of business administration, Clarkson College of Technology, Potsdam, New York

- 4:30 p.m. All Club Business Session Paul Revere Hall, Mechanics Hall  
8:30 p.m. Convention Session, Ballroom, Hotel Statler  
Concert by Harvard University Band  
"A Sound Government—What It Means to You," Henry Cabot Lodge, Jr., United States Senator from Massachusetts

### MONDAY, OCTOBER 9

- 9:30 a.m. Exhibits, Mechanics Hall  
9:30 a.m. Ladies Boston Tour and Wayside Inn Luncheon  
Busses will leave from the Copley Plaza, Kenmore, Parker House and Statler Hotels at 9:30 a.m.  
9:30 a.m. Convention Session, Paul Revere Hall, Mechanics Hall  
"Time for Living," a repeat showing of the laundry industry consumer film  
"How Our Local Association Uses 'Time for Living,'" Larry Bankart, New England Laundries, Somerville, Massachusetts, chairman, publicity committee, Better Laundry Institute of Boston  
"How the Monarch Laundry Uses 'Time for Living,'" Bernard Vellenga, Jr., Monarch Laundry, Chicago, Illinois  
"We Hitched Our Trucks to a Star," James F. Yates, Up-To-Date Laundry, Chicago, Illinois  
12:30 p.m. Luncheon, Hotel Statler, Parlor C  
Boards of directors, A.I.L. Laundry and Cleaners Allied Trades Association, Laundry and Dry Cleaners Machinery Manufacturers Association  
2:00 p.m. Convention Session, Paul Revere Hall, Mechanics Hall  
"Cheese Family Album," a technical industrial movie sponsored by Kraft Foods Company  
"Personalized Laundry Service," Russell H. Fowler, Troy Laundry, Amarillo, Texas  
"The Place of the Small Laundry," West Stotts, Edina Laundry, Edina, Minnesota  
"How I Raised Myself from Failure to Success in Selling," Frank Bettger, business executive and author, Wynnewood, Pennsylvania  
6:00 p.m. Presidents and Directors Club Dinner, Hotel Statler, Parlor A  
8:00 p.m. All Alumni Club Reception, Bay State Room, Hotel Statler  
9:00 p.m. Annual Dance and Entertainment, Ballroom, Hotel Statler  
Concert by the Boston chapter of the Society for the Preservation and Encouragement of Barber Shop Quartet Singing in America  
Dancing: music by Art Rubin and his orchestra

**pull out**



# LIST OF EXHIBITORS

EXHIBITOR	BOOTH NO.
Addressograph Multigraph Corp., 1200 Babbitt Rd., Cleveland 17, Ohio	406-410
Adell Chemical Co., 176 Baco St., Holyoke, Mass.	402
American Drycleaner, 21 W. Huron St., Chicago 10, Ill.	270
American Institute of Laundering, Joliet, Ill.	440-445
American Laundry Digest, 21 W. Huron St., Chicago 10, Ill.	270
American Laundry Machinery Co., Harwood Station, Cincinnati 12, Ohio	52-105, 120-127, 106-113
Glenn S. Anderson, 2807 Bushnell Rd., University Heights 18, Ohio	439
Armour & Co., 1255 W. 31st St., Chicago 9, Ill.	458
Armstrong Machine Works, 816 Maple St., Three Rivers, Mich.	303
Arrow Mfg. Co., Inc., 2924 Terrace St., Kansas City 8, Mo.	401
Atlas Powder Co., Zapon-Ravall Div., Wilmington 99, Del.	332
Ayr-Mar Machinery Co., Inc., 6546 N. Sheridan Rd., Chicago 26, Ill.	225
Bach Soap Co., 128 Lawrence St., Lawrence, Mass.	263-264
Benwall Mfg. Co., Inc., 2859 Atlantic Ave., Brooklyn 7, N. Y.	411
O. H. Bishop Co., 621 S. Kalmier Ave., Chicago 24, Ill.	301-302
Black Laundry Machine Co., Toledo Factories Bldg., Toledo 2, Ohio	1-2
Boston Clip & Tag Co., 178 Atlantic Ave., Boston 10, Mass.	436
Alfred J. Brooks, 184 Dant St., West Roxbury, Mass.	420
Butler Mfg. Co., 7400 E. 13th St., Kansas City 3, Mo.	23
Calgan, Inc., 323 Fourth Ave., Pittsburgh 22, Pa.	11
Callaway Mills, Inc., 295 Fifth Ave., New York 16, N. Y.	206-209
Carmen & Co., Inc., 70 Summit St., Brooklyn 31, N. Y.	212
Carson Textile Co., Inc., 1 Porter St., Philadelphia 48, Pa.	262
Certified Chemical & Equipment Co., 1472 E. 25th St., Cleveland 14, Ohio	203
W. M. Chan Co., 1600 Board Ave., Detroit 9, Mich.	329
Chandler Machine Co., West St., Ayr, Mass.	324-326
Chandler Sales & Service Co., 245 Seventh Ave., New York 1, N. Y.	327
Cherwell Div., General Motors Corp., General Motors Bldg., Detroit 2, Mich.	Stoqe, Sec. A
W. H. Cissell Mfg. Co., Inc., P. O. Box 1143, Louisville 1, Ky.	17-19
Cleaning & Laundry World, 1114 First Ave., New York 21, N. Y.	427
Clinton Foods, Inc., P. O. Box 340, Clinton, Iowa	328-329
Colgate-Palmolive-Peet Co., 103 Hudson St., Jersey City 2, N. J.	295
Cook Machinery Co., Inc., 1831 Clarence St., Dallas, Texas	37
Cumax Chemical Co., 7016 Euclid Ave., Cleveland 3, Ohio	330-331
Cummings-Landau Laundry Machinery Co., Inc., 305 Ten Eyck St., Brooklyn 5, N. Y.	114-117
Cyclotherm Corp., Oswego, N. Y.	205-207
Davies-Young Soap Co., 705 Albany St., Dayton 1, Ohio	218
Davis Mills, Inc., 211 Grant Ave., East Newark, N. J.	239-240
Diamond Alkali Co., 300 Union Commerce Bldg., Cleveland 14, Ohio	438
Dexter Boiler, Inc., 4316 Main St., Dallas, Texas	216
Dodge Div.—Chrysler Corp., Box 1259, Detroit 31, Mich.	Stage, Sec. B
Daw Chemical Co., Midland, Mich.	241-242
E. F. Draw & Co., Inc., 15 E. 26th St., New York 10, N. Y.	237
Driscoll Co., 231 Causeway St., Boston, Mass.	455
E. I. duPont de Nemours & Co., Inc., electrochemicals dept., 1007 Market St., Wilmington 98, Del.	283-284
Eaton Chemical & Dyeing Co., 1490 Franklin St., Detroit 7, Mich.	404
Elita Dier Co., 2444 N. Crawford Ave., Chicago 39, Ill.	69-71
Emery Industries, Inc., 4300 Carew Tower, Fifth & Vine Cincinnati 2, Ohio	299-300

EXHIBITOR	BOOTH NO.
Escalator Machinery Co., 1452 Randolph St., Detroit 26, Mich.	41-42
Filtral Corp., 727 W. Seventh St., Los Angeles, Cal.	458
William G. Fitzsimmons, Inc., 2223 Massachusetts Ave., Cambridge 40, Mass.	224
Fletcher Works, Inc., Glenwood Ave. & Second St., Philadelphia 40, Pa.	38-39
Force Equipment Corp., Anderson, Ind.	30
Factor-Stephens, Inc., 310 S. Christiana Ave., Chicago 24, Ill.	232
Fortax Rejuvenating Corp., 258 E. 3rd St., Mt. Vernon, N. Y.	449
Garmant Finishing Equipment Corp., P. O. Box 246, Sharon, Pa.	74
Bill Glover, Inc., 5204 Truman Rd., Kansas City 1, Mo.	78-81
I. Goldfarb & Sons, 1068 Blue Hill Ave., Dorchester, Mass.	419
Gross Machinery Co., Inc., 179 Halbert St., Buffalo 14, N. Y.	274-277, 288-291
The Guide, 216 Peachtree St., Atlanta, Ga.	422
Gustin-Kramer Co., 74-80 Cunningham St., Boston 15, Mass.	265
Walker Hoarst Co., 2840 Fourth Ave. S., Minneapolis, Minn.	234-236
Hammond Laundry-Cleaning Machinery Co., 220 S. Second St., P. O. Box 265, Waco, Texas	31
Hild Floor Machine Co., 740 W. Washington Blvd., Chicago 6, Ill.	417-418
Hopkins Equipment Co., 68 Maple Ave., Hatfield, Pa.	25-27
Huebsch Mfg. Co., 3775 N. Halton St., Milwaukee 1, Wis.	87-89
Huron Milling Co., Nine Park Pl., New York 7, N. Y.	273
International Harvester Co., 180 N. Michigan Ave., Chicago 1, Ill.	28-29
International Nickel Co., Inc., 67 Wall St., New York, N. Y.	221-223
Janson Mfg. Co., Broad St. & Public Rd., Palmyra, N. J.	9-10
Keever Starch Co., 538 E. Town St., Columbus 15, Ohio	268-269
Key-Tag Checking System Co., 6509 Hough Ave., Cleveland 3, Ohio	292
Kisco Sailer & Engineering Co., 2414 DeKalb St., St. Louis 4, Mo.	229
H. Kohnstamm & Co., Inc., 83 Park Pl., New York 7, N. Y.	271-272
R. Lally Co., 516 Kedzie St., Evanston, Ill.	456
W. T. Lane & Sons, Inc., Paughkeepsie, N. Y.	320
Laundry Age, 9 East 38th St., New York 16, N. Y.	457
Lewis National Corp., 29 Sleeper St., Boston 10, Mass.	84-86
Lincoln Bag Co., Inc., 4200 W. Schubert Ave., Chicago 39, Ill.	218-219
Loyal Textile Machinery, Div. of Pitt Foundry, Inc., 286 Scholes St., Brooklyn 6, N. Y.	40
Manitowoc Ship Building Co., Manitowoc, Wis.	227
Mark-O Corp., 17 W. 60th St., New York 23, N. Y.	255
Louis Marks, Inc., 78 N. Summit St., Akron 4, Ohio	201
Martin Equipment Corp., 783 Hertel Ave., Buffalo 7, N. Y.	253-254
Mathieson Chemical Corp., Mathieson Bldg., 10 Light St., Baltimore 3, Md.	245
Moose, Inc., Madison, Ind.	460
Mercury Cleaning Systems, Inc., 549 W. Washington Blvd., Chicago 6, Ill.	200
Miller Laundry Machinery Co., 8341 Lyndon Ave., Detroit 21, Mich.	3-6
Morse Display Case Div., 201 N. Wells St., Chicago 6, Ill.	432
Multi-Clean Products, Inc., 2277 Ford Parkway, St. Paul 1, Minn.	316-317
D. F. Munroe Co., 289 Congress St., Boston 10, Mass.	285
National Cash Register Co., Main & E Sts., Dayton 9, Ohio	446-447
National Cleaner & Dyer, 304 E. 45th St., New York 17, N. Y.	301
National Marking Machine Co., 4026 Cherry St. N., Cincinnati 23, Ohio	226
National Truck Leasing System, 23 E. Jackson Blvd., Chicago 4, Ill.	454

EXHIBITOR	BOOTH NO.
New York Pressing Machinery Corp., 880 Broadway, New York 3, N. Y.	67-68
Norman & Co., 531 N. Milwaukee Ave., Chicago 22, Ill.	453
Pacific Laundry & Cleaning Journal, 121 Second St., San Francisco 5, Cal.	431
Package Chemical Co., Inc., 218 W. First St., Boston 27, Mass.	258-259
Pantex Mfg. Corp., P. O. Box 660, Pawtucket, R. I.	130-140
Para-Lux Products Co., 4158 W. Schubert Ave., Chicago 39, Ill.	220
Patterson-Kelley Co., Inc., 101 Park Ave., New York 17, N. Y.	250-252
Pellerin-Milnor Corp., 8000 Edinburgh St., New Orleans 18, La.	32
Pennsylvania Salt Mfg. Co., 1000 Widener Bldg., Philadelphia 7, Pa.	296-297
Perfection Products Co., 301 S. Blvd., Oak Park, Ill.	424-425
E. J. Perry Corp., 994 Jefferson St., Fall River, Mass.	Stage, Sec. E
Philadelphia Quartz Co., 1062 Public Ledger Bldg., Philadelphia 6, Pa.	257
Phoenix Products Co., 4715 N. 27th St., Milwaukee 9, Wis.	248-249
Pittsburgh Tag Co., 1112 Galveston Ave., Pittsburgh 32, Pa.	210
Pittsburgh Waterproof Co., 2537 Penn Ave., Pittsburgh 22, Pa.	310
Procter & Gamble Distributing Co., Gwynne Bldg., Cincinnati 1, Ohio	246-247
Proctor & Schwartz, Inc., Seventh St. & Tabor Rd., Philadelphia, Pa.	461
Prosperity Co., Inc., 2131 Erie Blvd. E., Syracuse 1, N. Y.	12-16; 46-60
Purkert Mfg. Co., 325 E. Third St., Joplin, Mo.	211
Rassanoff Bag Co., Inc., 1904 Grove St., Glenview, Ill.	428
Reed-Stabin, Inc., 504 62nd St., Brooklyn 20, N. Y.	413
Reliable Machine Works, Inc., 238 Eagle St., Brooklyn 22, N. Y.	313-315
Restilo Co., 2328 W. Nelson St., Chicago 18, Ill.	280-282
G. W. Robinson Co., 36 Pleasant St., Watertown 72, Mass.	231
Robot Laundry Machinery Sales, Chambersburg, Pa.	214
Rosenthal Mfg. Co., 5029-35 N. Kedzie St., Chicago 25, Ill.	282
Saven Products Co., 21 Webster St. E., Boston Sta., E. Boston 28, Mass.	434-435
Fred H. Schaub Engineering Co., 2110 S. Marshall Blvd., Chicago 23, Ill.	76-77
Sec-O-Matic Corp., 55 LaFrance Ave., Bloomfield, N. J.	266-267
Shields Engineering & Mfg. Co., 277 E. 156th St., Cleveland 10, Ohio	306-307
X. S. Smith, Inc., P. O. Box 272, Red Bank, N. J.	213
Salvay Sales Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.	238
Southern Mills, Inc., 585 Wells St. S.W., Atlanta, Ga.	304-305
Speed Products Co., Inc., 37-18 Northern Blvd., Long Island City 1, N. Y.	319
Ironer Div., Speed Queen Corp., Algonquin, Ill.	414-415
Stadham Co., Inc., 1825 N. 20th St., Philadelphia 21, Pa.	204
A. E. Staley Mfg. Co., P. O. Box 151, Decatur 60, Ill.	298
Starchroom Laundry Journal, 304 E. 43th St., New York 17, N. Y.	302
J. W. Steele & Co., 12th Ave. & Howell St., N. Kansas City, Mo.	7-8
Sterling Supply Corp., 1 Porter St., Philadelphia 48, Pa.	261
Stone and Forsyth Co., 350 Brooklyn St., Cambridge 39, Mass.	321-322
R. B. Street & Co., Inc., 561 W. Monroe St., Chicago 6, Ill.	278-279
Strong, Carlisle & Hammond Co., 1392 W. Third St., Cleveland 13, Ohio	448
Super Laundry Machinery Co. Div. St. Joe Machines, Inc., St. Joseph, Mich.	20-22
Superior Products Co., 148 Pearl St., Somerville 45, Mass.	243-244
Sure-Hold Div., Nashua Gummed & Coated Paper Co., 44 Franklin St., Nashua, N. H.	217
Swift & Co., Union Stock Yards, Chicago 9, Ill.	202
Textile Marking Machine Co., 246 Walton St., Syracuse 2, N. Y.	230
Thomaston Mills, Thomaston, Ga.	233
Time Savers, Inc., 83 Walnut St., Montclair, N. J.	33-36
Tingue, Brown & Co., 114-20 E. 23rd St., New York 10, N. Y.	228
Tray Laundry Machinery Div., American Machine & Metals, Inc., East Moline, Ill.	43-45; 63-66

EXHIBITOR	BOOTH NO.
Unipress	MI
Vic Co.	ne
Western	Ka
Western	La
Westvac	Co
Whiteco	N.
Whitlock	Kn
Wichita	Kn
A. L. W.	Wya
Zephyr	Ch
Zucker	22



# EXHIBITOR

Jeilpress Co., Inc., 2800 Lyndale Ave. S., Minneapolis 8, Minn.

Wick Cleaning Machine Co., 1313 Hawthorne Ave., Minneapolis 3, Minn.

Western Laundry Machinery Co., Tenth & Fayette St., N. Kansas City 16, Mo.

Western Laundry Press Co., 619 S. Fifth West St., Salt Lake City 4, Utah

Westvaco Chemical Div., Food Machinery & Chemical Corp., 405 Lexington Ave., New York 17, N. Y.

Whitehouse Products, Inc., 360 Furman St., Brooklyn 2, N. Y.

Whitlock Mfg. Co., Hartford 10, Conn.

Wichita Precision Tool Co., Inc., 450 N. Seneca, Wichita, Kan.

A. I. Wilson Chemical Co., 38 Passaic Ave., Kearny, N. J.

Wyandotte Chemicals Corp., Biddle St., Wyandotte, Mich.

Zephyr Laundry Machinery Corp., 153 W. Huron St., Chicago 9, Ill.

Zuckerberg Co., 87 Franklin St., New York 13, N. Y.

## BOOTH NO.

61-62;  
72-73;  
82-83;  
96-97

90-95

24

128-129  
141-142

260

186-287

293-294

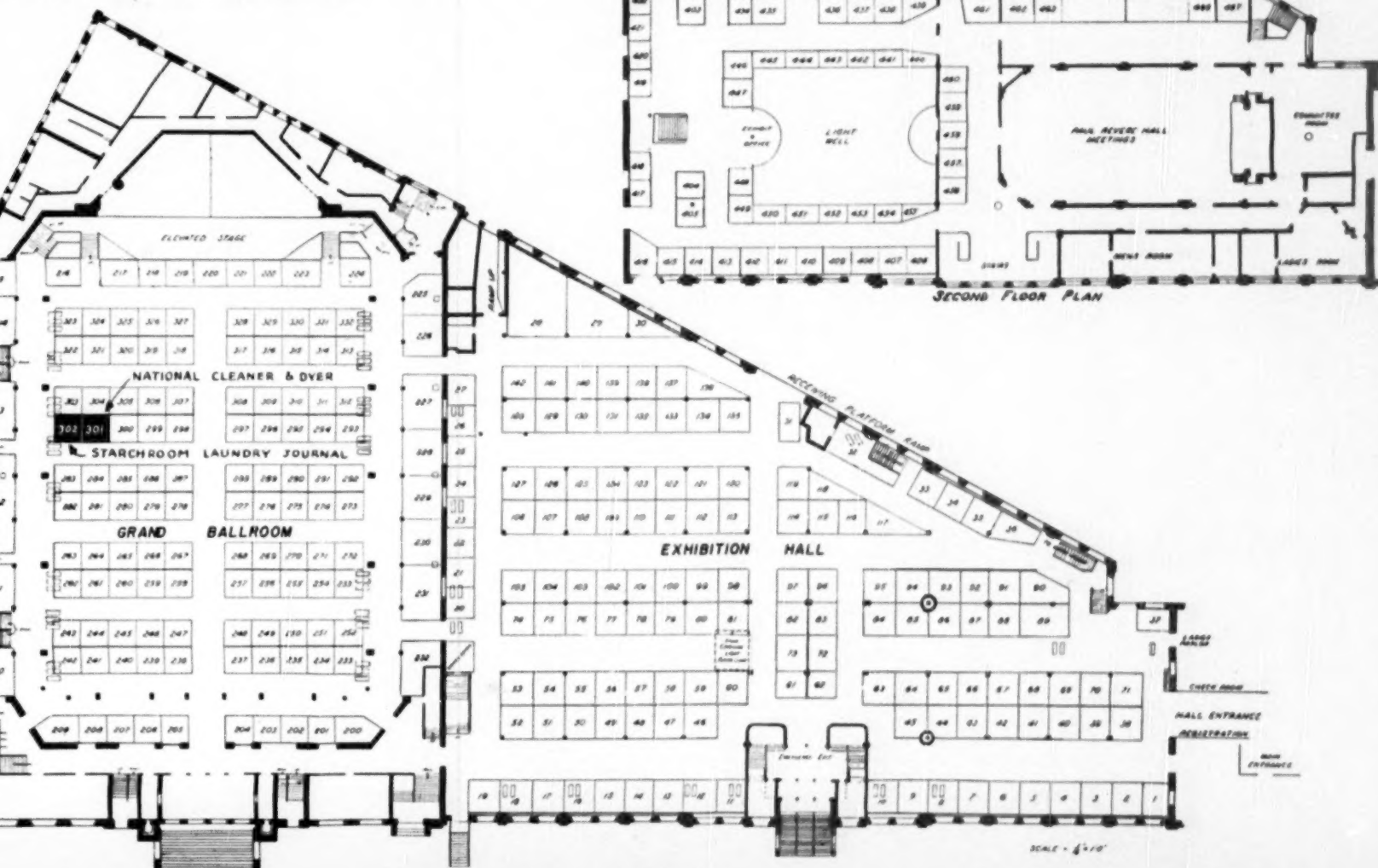
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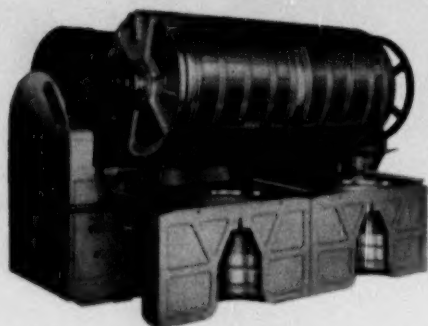
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HUNTINGTON AVENUE. ~ FIRST FLOOR PLAN

# AMERICAN

## ...for more American's



**CASCADE UNLOADING WASHER.** Unloads automatically in less than a minute. No heavy, wet work to pull out by hand. Saves enough unloading time to produce an extra load each day. Enables washmen to handle more washers . . . Drastically reduces washroom labor. Capacities: 325, 350, 400 lbs. dry wt.



**PROTECTO IDENTIFICATION SYSTEM.** Provides simple, fast, mistake-proof identification, using mechanically attached and detached metal identifiers. Can be used for all or any part of bundle. Reduces claims and mixup complaints. Cuts costs of supervision and training. Permits mass-production economies. Simplifies overall operation.



**CASCADE FULL-AUTOMATIC WASHER CONTROL.** Automatically takes load through entire washing cycle, without attention. Operator merely fills supply compartments, sets formula plate and presses button. Control does the rest. Eliminates up to 39 operations each load washed. Assures top quality washing every load. Saves labor, supplies and water. Increases washer production 3 to 4 loads per day.



**CASCADE SEMI-AUTOMATIC WASHER CONTROL.** Performs all operations of entire washing formula automatically, except addition of supplies. Automatically admits correct water level for each bath, regulates bath temperatures, times and drains baths. When supplies are to be added, signal light and whistle summon operator. Saves washman's time, frees him for other duties.



**TYPE "A" SEMI-AUTOMATIC WASHER CONTROL.** Manually set at start of each bath to automatically admit proper mixture of hot and cold water at exactly correct level, and automatically time bath. At end of bath, Control automatically drains bath before summoning operator . . . avoids wasted time waiting for washer to drain. Increases washer and operator production. Saves water and power. Provides uniform washing and improved quality.

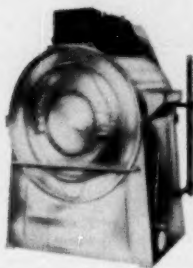
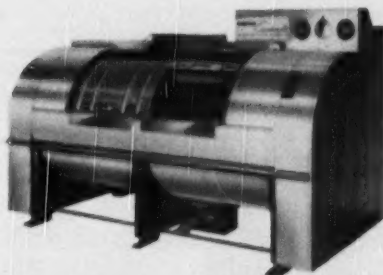
**WORLD'S LARGEST MANUFACTURER OF LAUNDRY**

# profitable operation through Advanced Engineering



**NOTRUX EXTRACTOR.** Loads changed in less than a minute with electric hoist. One set of containers loaded right at washer while load in other set is extracted. Makes extractor production practically continuous. Operator turns out two to three times more work. Capacities: 305, 375, 480 lbs. dry wt.

**36" & 42" DIA. CASCADE WASHERS.** Famous "Two-Way Water Action," surging up through load from beneath and showering down onto load from above, gets heavily soiled work cleaner in shorter runs with less water and supplies. Monel metal tub and fully enclosed gear guards. Sturdy, cast ferrous metal frames. Electro-Therm welded Monel metal cylinder with double-embossed perforations. Monel metal instrument panel with Cylinder Spotting Indicator. Band-locked cylinder doors. Shockproof V-belt and roller-chain drive; motor-mounted, magnetic brake. Capacities: 110 to 400 lbs. dry wt.



**42" x 24" END-LOADING CASCADE WASHER.** Large diameter cylinder gives work extra vigorous drop action that gets loads thoroughly clean in shortest time. Turns out loads up to 100 lbs. dry weight with maximum economy in soap, supplies, steam and water. Monel metal construction; double-embossed cylinder perforations; water level gauge; enclosed V-belt and silent roller chain drive.



**17" MONEX EXTRACTOR.** Compact, expertly designed. Full-length Monel metal curb. Smoothly finished, rust-resistant, Monel metal basket. Automatic Safety Cover. Self-locking, spring-cushioned brake, interlocked to prevent starting machine with brake on. Specially ground, heat-treated steel spindle with automatic oiling device. Capacity: 20 lbs. dry wt.

Turn page for additional equipment

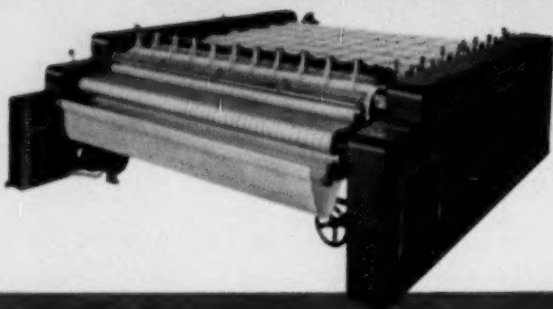
**AND DRY CLEANING EQUIPMENT**

The  
**AMERICAN**  
LAUNDRY MACHINERY CO.

CINCINNATI 13, OHIO

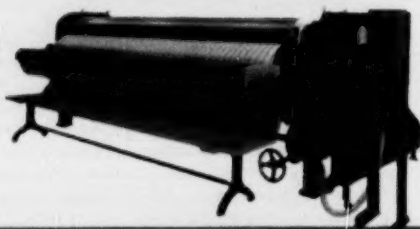
# AMERICAN

...for more  
American's



**SUPER-SYLON FLATWORK IRONER.** Greater production capacity than any other ironer of equal size. Large, 13 1/4" dia. rolls give 21% more ironing surface under pressure. Chests designed for 125 lbs. steam pressure ... produce more heat for quality ironing at higher speeds. Positive pressure indicator shows at a glance whether proper ironing pressure is being applied. Rolls can be raised 3" from chests during idle periods or for repadding. 4, 6, 8 or 12-roll sizes.

**2-ROLL STREAMLINE FLATWORK IRONER.** Only 2 operators do all feeding and folding from same side. Irons up to 110 lbs. of non-identified family flatwork per hour. Full-width ribbon feed and automatic safety guard. Simple, push-button and clutch lever control, with ironing speed regulator. Power-operated pressure control. Available with Hamilton Spring Padding and full vacuum features, 100", 110" or 120" sizes.



**TRUMATIC FOLDER.** Automatically folds large flat pieces twice lengthwise as they come from ironer ... Saves work of 2 receivers. Folds pieces as fast as feeders can feed them ... no slow down for receivers to catch up. Keeps ironer constantly producing at top speed. Self-contained type, individually motor driven (as shown); or attached type, driven from ironer.



**ZONE-AIR DRYING TUMBLER.** Exclusive "Zone-Air Drying Action" dries work faster with lower steam and power costs. Single motor drive with powerful, direct driven fan; V-belt and roller-chain drive to cylinder. Also double motor drive, reversing or non-reversing. Furnished with 2, 4 or 6 heating coils. Capacities: 20, 30, 40 lbs. dry weight.

**WORLD'S LARGEST MANUFACTURER OF LAUNDRY**



# profitable operation through Advanced Engineering

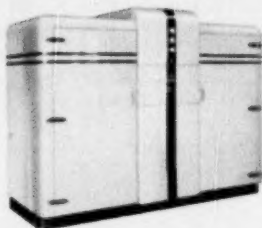
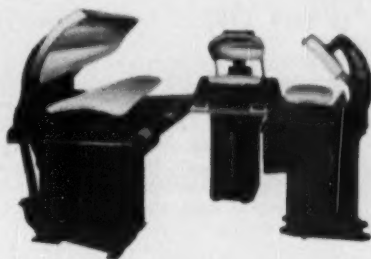


**FORMATIC SHIRT UNIT.** Produces more than 100 beautifully ironed shirts per hour with only 3 operators. Revolutionary FORMATIC Press machine-irons entire shirt front and body in one operation. Ironing time on all portions of shirt can be pre-set and controlled automatically, assuring consistent, highest quality. The last word in high production, low-cost, top-quality shirt finishing.



**2-OPERATOR MACHINE-FINISH SHIRT UNIT.** Completely machine-irons 50 or more top-quality shirts per hour . . . both regular and sport shirts. Skillfully engineered sequence establishes constant balance, eliminates lost motion, saves operator time and effort. Electro-Pneumatic Timer opens presses automatically after proper time under pressure . . . assures best possible quality, paces operators for top production.

**GENERAL PURPOSE PRESS UNIT.** Completely machine-irons over 60% of wearing apparel from average family bundle. Cuts finishing costs; improves quality. Increases per operator hour production 40% or more. Engineered around one operator, for elimination of lost motions, and maximum speed and operating efficiency. Available with either air-driven or foot-power presses.



**SUPER-ZORIC DRY CLEANING UNIT.** For use with perchloroethylene solvent. In completely automatic, 30-minute cycle, cleans, extracts, dries and thoroughly deodorizes all types of garments, guarantees extra quality cleaning. Requires only 1 to 2 minutes of operator's time per load. Adjustable temperature control to prevent shrinkage. Automatic Soap Batch Attachments. Complete change of solvent every 40 seconds for finest cleaning. Solvent can be distilled without interrupting cleaning cycle. Amazingly low solvent cost.

**WRITE TODAY** for free illustrated catalogs describing the machines shown.

**AND DRY CLEANING EQUIPMENT**

The  
**AMERICAN**  
LAUNDRY MACHINERY CO.

CINCINNATI 12, OHIO



**Save  
TIME...  
save  
MONEY  
with...**

**CLINTON**

## *Laundrite "Petal Smooth" Starch* gives clothes a velvety finish with minimum effort!

● The unusual quick-boiling and fast penetrating action of Clinton Laundry Starches saves valuable time—reduces high overhead expenses.

That's because Clinton Laundry Starches are planned, processed and manufactured to meet top quality standards. These clean, pure standardized starches contain no chemicals to cause discoloration or weakening of fabrics. Each batch

is scientifically formulated and laboratory tested for uniform quality. Assures a velvety, petal-smooth finish to your laundered fabrics.

Clinton's Laundrite Starch is non-congealing—requires no reheating. Economical as only 6 oz. is required per gallon as against 11 to 12 oz. of some competitive quality starches.

Clinton's popularity with America's leading laundries is the result of 16 years of friendly service. Guaranteed performance with every shipment. Order Clinton Starch today! Distributors in all principal cities.



Best for shirts, uniforms, aprons, etc. Clean, pure and practically neutral. Packed in 250 lb. drums.



Noted for its extreme whiteness. Non-congealing. Gives collars and cuffs a velvety satin-smooth finish. Leaves the body of the shirt soft and pliable. Packed in 250 lb. drums.

*Tops for Laundries Coast-to-Coast!*

# Clinton Foods Inc.

CLINTON, IOWA







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# CALGON IN REGULAR FORM

*for preparing stock solutions*

Make up standard Calgon solution in advance.  
Simply add to washing formula as recommended.  
100 lb. bags, each containing 4-25 lb. units.



OR  
→

# NEW *Instant* CALGON

*in dry form—ready for use*

No solution to make up. Add new *Instant* Calgon directly to washwheel. Free flowing . . . equal in efficiency to Calgon in regular form . . . dissolves instantly. 25 lb. drums or 100 lb. bags.



*for Quality Laundering ★ Wet Cleaning  
★ Rug and Upholstery Shampooing!*

Calgon—in regular form or in the new quick-dissolving form—makes everything in the washing formula work better—makes water rinse better. Calgon eliminates and prevents washing film.

Calgon is gentle. Calgon wash is whiter, brighter wash. Calgon-washed fabrics feel softer, look better, smell sweeter, keep customers happier.

**Use Calgon in the form that's best suited to your needs.**

**Contact your distributor or get in touch with us.**

Calgon is the registered trade-mark of Calgon, Inc. for its glassy phosphate products.

**CALGON, INC., HAGAN BUILDING, PITTSBURGH 30, PA.**

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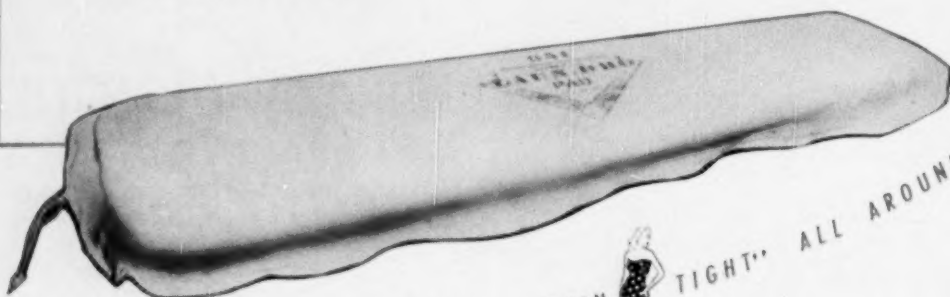


# STOP

## Stuffing dollars down the drain...



Your hard earned profits are wasted on old-fashioned cotton and flannel padding. Sensational new Arrow Laundro-Pads give up to 20 times longer service... remain resilient for months! Tests prove you can repad as little as four times a year instead of four times a month! What's more, operators report faster, easier, better results on presses equipped with Arrow Laundro-Pads. Plant owners from coast to coast verify these amazing facts. Send for new literature explaining in detail how you save with new Arrow Laundro-Pads. Custom sizes available to fit all leading laundry presses.



ARROW LAUNDRO-PADS DRAW



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Greater Production  
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Superior Results  
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**MILLER Laundry Machinery Company**

*Mail this coupon  
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# There's a **STEELE TRUFOLD\*** Shirt Folding Machine to fit every Shirt Line!

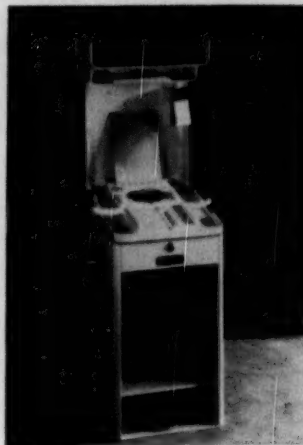
The Standard Trufold



◀ The Standard Model Trufold\*—"The automatic shirt inspector"—is in use in thousands of plants all over the country, giving the finest folded shirt it is possible to fold. Has the famous TRUFOLD leaf—"with the arms"—FOLD-A-CUFF—for folding french cuffs—button alignment groove—and simplifies and standardizes shirt folding, cutting operator training to a minimum.

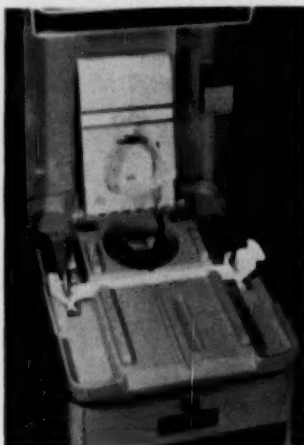
The Model KA TRUFOLD has all the features of our Standard Trufold and in addition has a heated Key-tag Collar molder that adds additional drying and sets the collar up and shapes it. This collar molder is air operated by a single foot pedal—a mere touch of the toe closes it in a split second. A medium priced machine, the Model KA TRUFOLD fits into any shirt line where a heated collar molder is required. ▶

The Model KA TRUFOLD



**Specify Size Shirt Fold. All Steele TRUFOLDS can be used for either long or short fold. The famous TRUFOLD leaf will be made to fit your size fold.**

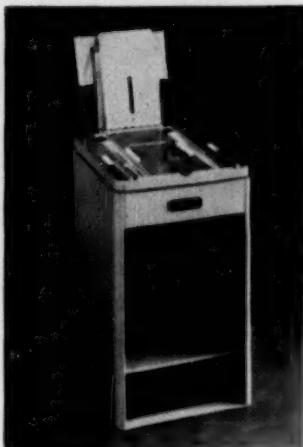
The Model NEM-A TRUFOLD



◀ The Model NEM-A Semi-Automatic TRUFOLD is the fastest Shirt folding Machine offered the industry today. It has an automatic leaf lift, that raises the folded shirt out at the heated collar molder, ready for the next shirts. The automatic band selectors hold the bands even under a fan—and crease and raises the top band for ready handing. It is air-operated—fast and positive, with all the regular TRUFOLD features.

▶ The New GLIDER TRUFOLD\* is especially designed for folding Sport Shirts though it also folds pajamas, jackets, and like garments with the same speed and precision. The GLIDER TRUFOLD folds a sport shirt on any of the wide, double cardboards, or on a single 8x15 shirt board. It has a New TRUFOLD leaf that folds the wide fold with the same compact, Standardized fold that is given regular dress shirts on our other Models of TRUFOLD.

THE Glider Trufold



We manufacture a complete line of patented shirt line supplies—The famous Anti-Crush No. 2 N Double Collar Supports—The Aero Anti-Crush Double Collar Supports—and the Andover anti-crush Collar support—the double support for soft shirts and sport shirts. For the unbuttoned shirt, B. M. B. (button, no button) Collar Supports are faster than buttoning the neck button, and support the collar "all the way around." Steelflex self locking shirt bands always fit the shirt, and there is no glue or cement to deteriorate—no wasted or unusable bands.

**WRITE TODAY FOR COMPLETE INFORMATION ON THESE STEELE PRODUCTS**

\*Trademark

## J. W. STEELE and COMPANY

Originators — Designers — Manufacturers

12th Avenue and Howell

North Kansas City, Mo.

Please send me more information on:  
Supports and Bands. 39.9

☐ Standard Trufold ☐ KA TRUFOLD ☐ Model NEM-A Trufold ☐ Glider Trufold ☐ Collar

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# Most laundry presses look good-



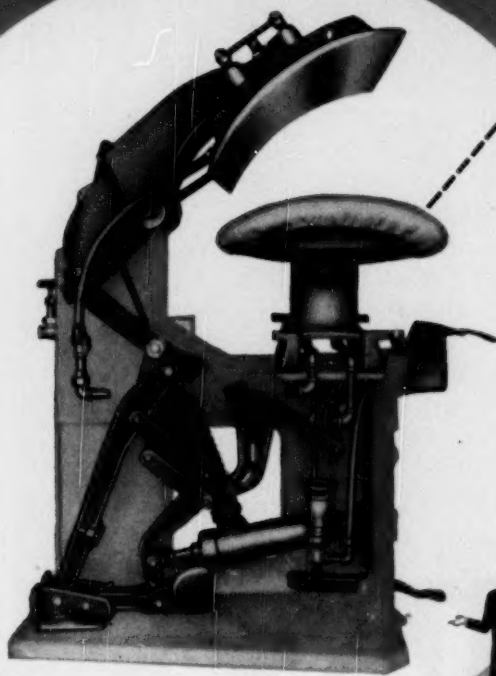
LAUNDRY  
PRESS A



PANTEX  
LAUNDRY  
PRESS



LAUNDRY PRESS B



BUT—when you look inside, you can readily see the difference and see how and why good engineering like that in Pantex Laundry Air Presses can protect your production and save you hundreds of dollars a year.

Only ONE master air valve, air cylinder, and shock absorber. No diaphragms, packing, push-buttons, or easy-to-break tension springs. Pantex engineering has eliminated the gadgets that cause 85% of your service and maintenance headaches!

Pantex "dynamic leverage" offers fast, easy operation. A Pantex Press is simpler and has fewer basic parts... all accessible.

See for yourself... let a Pantex Sales Engineer prove that Pantex gives you more production time—week in and week out—plus faster, finer shirt finishing... AT LESS COST! No obligation.



EQUIPMENT  
THAT INVITES  
COMPARISON!

**PANTEX**  
**MANUFACTURING CORPORATION**  
PAWTUCKET, RHODE ISLAND

PANTEX MANUFACTURING CORPORATION  
BOX 640-G, PAWTUCKET, RHODE ISLAND

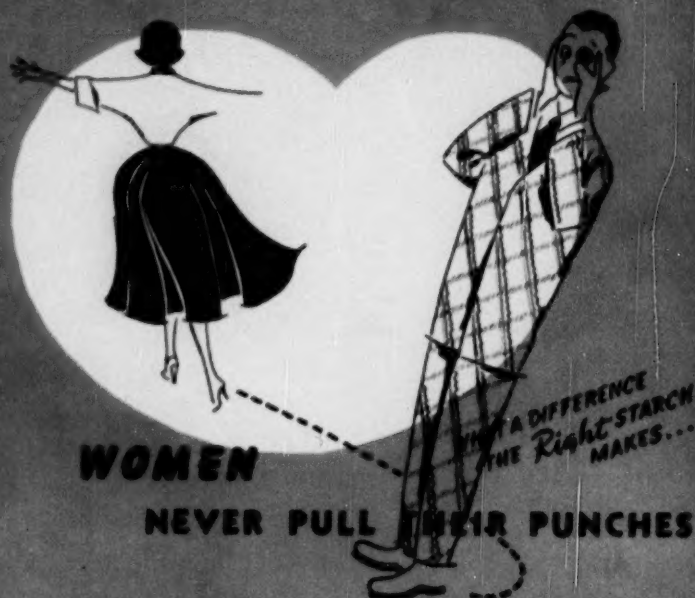
Gentlemen: Please send me further information about Pantex Laundry Air Presses.

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Company .....

Address .....

City ..... Zone ..... State ..... 578



As a check-up, have a STALEY STARCH TECHNICIAN analyze your finishing operations. With his miniature laboratory, he will recommend the starch best suited for you. Just ask your distributor to have him call at your convenience.

STAPEX® GAMBEO®  
ALL PURPOSE  
WEL-JO® NE-TO®  
INSTITUTIONAL  
WHEEL ECLIPSE®  
SPECIAL FINISH  
PENELO®

Your route-men can tell you that because *they* tell him!! And they use no uncertain terms if your bundles aren't returned as she rightfully expects they should be — fresh, clean, pliable and neatly folded—**ESPECIALLY HER HUSBANDS' SHIRTS!!** Then why not watch your finished work? **THAT'S** the KEY to enthusiastic, satisfied customers!! And it is easy when you use the Starch that satisfies even the most discriminating housewife — **STALEY'S MODERN LAUNDRY STARCH.**

A. E. STALEY MFG. CO., DECATUR, ILL.

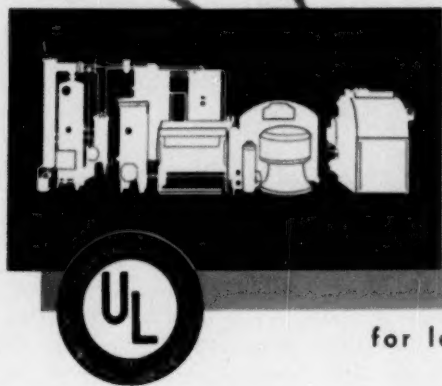
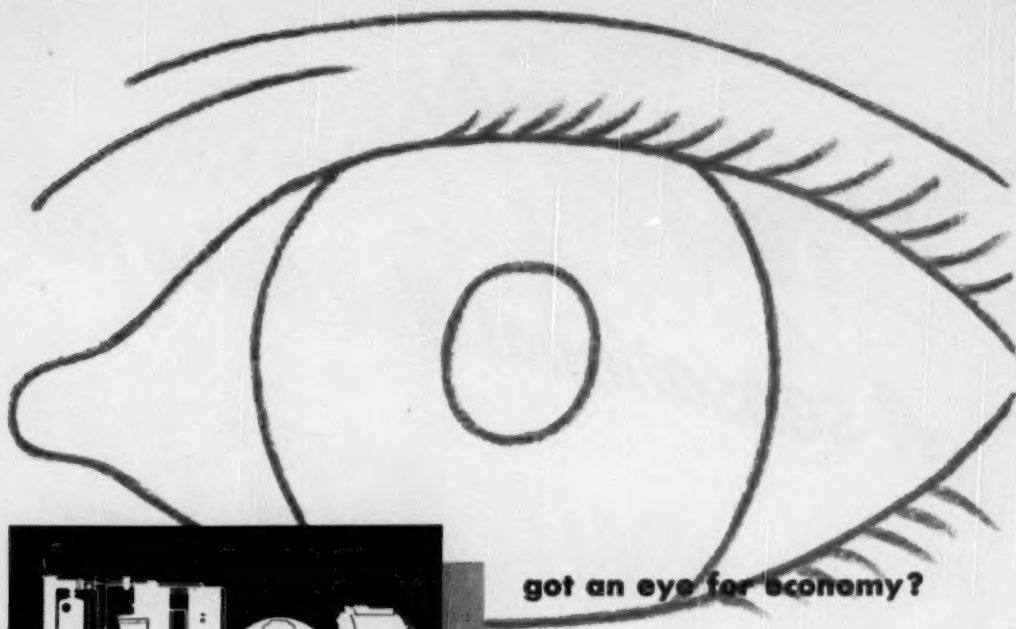
# Staley's®

MODERN LAUNDRY

*Starches*



CORN IS THE BASE OF THE BEST STARCH



**got an eye for economy?**

**Hoffman 140-F units**

**give safety solvent cleaning**

**for lowest cost per pound**

As little as 1/2c per pound of garment cleaned is the really low cost reported by the more than 1,800 owners of Hoffman 140-F units. For use in any commercial building. Illustrated above is the Model 35 for loads up to 35 pounds. Other Hoffman safety petroleum solvent units for loads up to 200 pounds. Available also, without 140-F features, for use with Stoddard petroleum solvent where location permits. Write for Bulletin A-679.



# Hoffman

**U. S. HOFFMAN MACHINERY CORP.**

**105 FOURTH AVENUE, NEW YORK 3, N. Y.**

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# NOW!

## A sensational New Nylon Net

# OUTLASTS ANY

Here is a new kind of nylon net, developed expressly for the laundry field, that will outlast and out-perform any net that Whitehouse (or anyone else we know of) has ever tested.

We have called it ROK-RIB, because it wears like granite. ROK-RIB nets offer you all the advantages of the famous Whitehouse Blue Streak nets. Constructed of a special heavy filament nylon yarn, these nets are extremely tough, amazingly resistant to chemicals, and non-absorbent.

### ROK-RIB NETS OFFER EXTRA BENEFITS

The new ROK-RIB net is made with an "open construction" weave that permits faster washing action through the net. Extremely tough, it is possible to pin ROK-RIB nets anywhere. ROK-RIB nets are designed so as to eliminate splitting of the nylon fibre, thus extending the life of the net and reducing replacement costs.

Like Blue Streak nets, they permit greater payloads in washwheels (approximately 20%); they **SAVE ON SUPPLIES**; they **SAVE ON POWER**; they **SAVE ON WATER**; they **SAVE ON LABOR**. Available in white only, 24" x 36".

### MAKE YOUR OWN TESTS!

ROK-RIB nets are so different and so superior to previous nets that the best way to determine their many advantages is to **TRY THEM YOURSELF**. Test them in your own plant. Several leading laundries have been using ROK-RIB nets in actual service for months and all reports as to their wearing qualities and other benefits they offer laundry operators have been enthusiastic.

Frankly, our present production is limited, and we are not yet prepared to supply the entire laundry field. But we urge all progressive laundries to order immediately a trial quantity of ROK-RIB nets for testing purposes. We are confident that after you try these nets, you will be convinced of their over-all advantages—the ultimate savings that they can offer you. These benefits make them well worth the moderate additional first cost that you expect to pay for a definitely superior product.

**ASK YOUR JOBBER NOW** about a trial order of ROK-RIB nets. Your own tests are the most convincing sales arguments we can use! For more information, write Whitehouse Products, Inc., 360 Furman Street, Brooklyn 2, N. Y.



by WHITEHOUSE that  
LAUNDRY NET ever made!

WHITEHOUSE  
**ROK-RIB**

**WHITEHOUSE**  
**BLUE STREAK** Nets  
more popular than ever

"Blue Streak" nylon nets have increased sales steadily in 1950 to a point where material shortages have been the most important limiting factor in their growth. "Blue Streak" nets still offer important advantages and savings to laundry operators, and their future expansion is assured by these many benefits. The introduction of the ROK-RIB net means that operators now have a choice between two vastly superior laundry products.

**WHITEHOUSE PRODUCTS, INC.**

360 Furman Street, Brooklyn 2, N. Y.

# SAVE TIME AND LABOR IN YOUR LAUNDRY WITH . . .

## TROY'S NEW

# Fleximatic FOLDER

**GREATER FLEXIBILITY** — Automatically measures and folds linens ranging in size from 20" to 120" wide and 24" to 108" long. Linens are folded twice lengthwise with edges buried. Usable with any flatwork ironer.

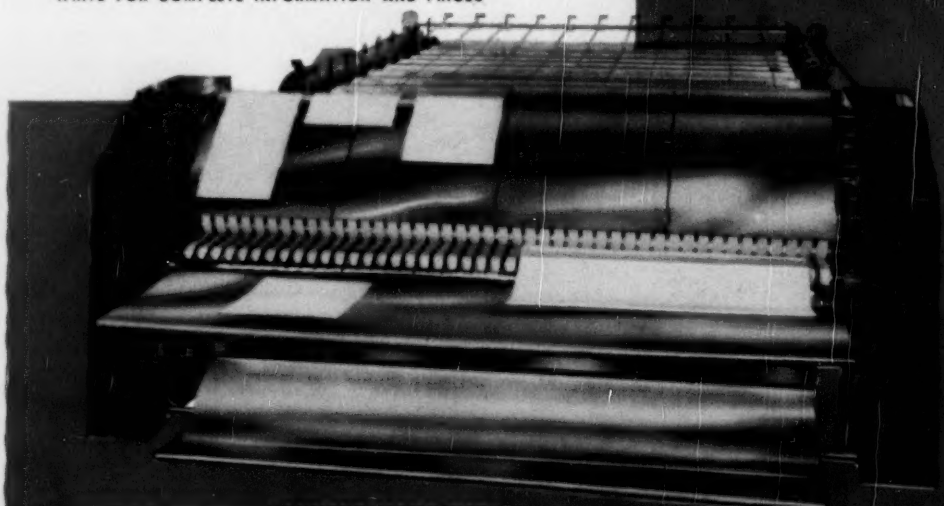
**SAVES TIME AND LABOR** — Eliminates the labor of two girl "catchers" normally used in hand folding. Folds as fast as the girls can feed and the ironer can dry.

**MINIMUM FLOOR SPACE** — Troy Fleximatic Folder requires only 88" x 159" floor space — less than any other folder on the market.

**STAINLESS STEEL CONSTRUCTION** — Apron, receiving table and drop-through table are of stainless steel construction. These features, as well as static eliminator and permanently-lubricated ball bearings, are standard on Troy Fleximatic Folders.

WRITE FOR COMPLETE INFORMATION AND PRICES

In addition to folding or by-passing 120" width linens, the Troy Fleximatic will fold or by-pass 30", 60" and 90" widths in almost any combination. Available in single-lane and two-lane models.



# TROY

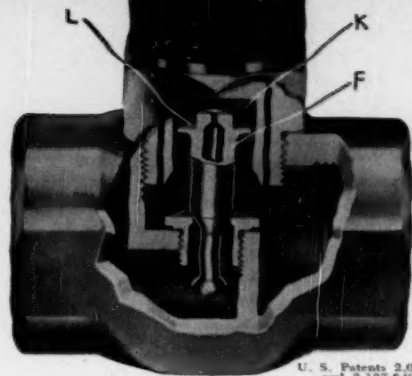
LAUNDRY MACHINERY

Division of American Machine and Metals, Inc., East Moline, Illinois

In Canada: American Machine and Metals (Canada) Ltd., 1144 Weston Road, Toronto 9, Ontario

COMPLETE LINE OF LAUNDRY AND DRYCLEANING EQUIPMENT

ACTUAL SIZE  $\frac{1}{2}$ "  
YARWAY  
IMPULSE TRAP



U. S. Patents 2,051,732  
and 2,127,649  
Patented in foreign countries

**CONSTRUCTION** The Yarway Impulse Steam Trap has only one moving part—the simple valve (F) illustrated above. This trap is made of bar stock, no castings used. Standard design. Nos. 60 to 67, recommended for working pressures up to 400 lbs., temperatures up to 450° F. Body, valve, seat and control cylinder are stainless steel; cap is tobin bronze. All stainless-steel design, Nos. 120 to 127, used for working pressures up to 600 lbs., temperatures up to 750° F.

**OPERATION** Valve (F), only moving part, is operated by changes in pressure in control chamber (K). No buckets, floats or bellows. Tiny portion of condensate passes around valve piston (L) into control chamber, thence through center orifice into outlet side of trap. This discharge lowers chamber pressure, valve lifts and main flow discharges through seat. As condensate approaches steam temperature, control flow vaporizes in chamber (K). The increased volume builds up chamber pressure, closing valve and shutting off main flow.

With small amounts of condensate, valve remains seated and center orifice discharges all condensate. At medium loads, valve opens and closes at short intervals. At heavy loads, valve opens wide and discharge is heavy and continuous.

The Yarway Impulse Steam Trap will not air bind. No priming is required, operation not affected by sudden pressure reduction.

**INSTALLATION** The Yarway Impulse Steam Trap is easy to install and may be applied to almost all kinds of steam equipment requiring draining.

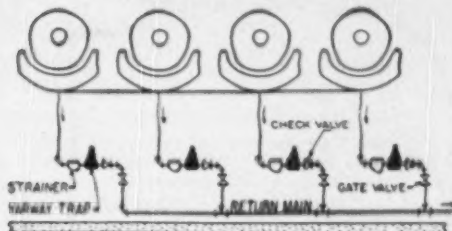
# YARWAY

## IMPULSE

### STEAM TRAP DATA

**TYPICAL APPLICATION**—Yarway Impulse Steam Traps with Yarway Fine Screen Strainers installed on Multiple Roll Ironer.

MULTIPLE ROLL IRONER



**CAPACITIES** Maximum continuous discharge of condensate in pounds per hour, No. 60 Series and No. 120 Series Yarway Impulse Steam Traps.

Pressure Pounds	$\frac{1}{2}$ "	$\frac{3}{4}$ "	1"	1 $\frac{1}{4}$ "	1 $\frac{3}{4}$ "	2"
10	475	825	1360	1910	2480	3425
20	650	1150	1725	2315	3050	4300
30	800	1275	1985	2650	3385	5000
40	900	1375	2220	2950	3950	5410
50	980	1725	3425	3990	4315	6100
60	1050	1850	3600	3425	4630	6325
70	1140	1975	3775	3640	4940	6930
80	1200	2080	3925	3875	5300	7300
90	1260	2175	4075	4075	5440	7600
100	1290	2260	4215	4280	5675	7875
125	1400	2460	4550	4700	6165	8330
150	1490	2640	4879	5175	6630	9075
200*	1650	2900	4500	5060	7410	9950

\*While capacities of Yarway Traps on still higher pressures are greater than those shown on table, capacity figures for 200 lbs. pressures should be used in figuring requirements for all pressures above 200 lbs.

For greater capacity at low pressure, use two or more traps with check valve on discharge end of each trap. To drain several places, each having small amount of condensation, with locations close together, these points may be connected into one pipe line using one  $\frac{1}{2}$ " trap, placing gate and check valves at each drain point. Yarway Traps will operate against normal back pressure in return systems.

### LIST PRICES, WEIGHTS AND DIMENSIONS

No. 60 Series—up to 400 lbs. and No. 120 Series—up to 600 lbs.

Size	Trap Complete	Body	Body & Cap	Valve Assembly*	Weight Pounds	Length Inches
$\frac{1}{2}$ " Nos. 60 or 120	\$15.00	\$3.60	\$3.20	\$8.20	1 $\frac{1}{2}$	2 $\frac{1}{2}$
$\frac{3}{4}$ " Nos. 61 or 121	22.00	4.80	4.40	15.00	2	3
1" Nos. 63 or 123	31.00	9.40	5.20	16.40	2 $\frac{1}{2}$	3 $\frac{1}{2}$
1 $\frac{1}{4}$ " Nos. 64 or 124	40.00	11.60	7.00	21.40	4	3 $\frac{1}{2}$
1 $\frac{3}{4}$ " Nos. 66 or 126	60.00	33.20	8.80	26.00	5 $\frac{1}{2}$	4 $\frac{1}{2}$
2" Nos. 67 or 127	90.00	65.00	13.40	33.00	8 $\frac{1}{2}$	4 $\frac{1}{2}$

\*Includes control cylinder with back nut, pin and washers; valves seat with gaskets.

OVER 650,000 YARWAYS HAVE BEEN SOLD

See your nearest Mill Supply Dealer or write for Bulletin T-1739.

YARWAY COMPANY • 107 Marshall Ave., Philadelphia 15, Pa.

**what does  
the FUTURE  
hold for your  
BUSINESS?**

*I see a happy  
influence coming into  
your drycleaning plant!  
It's going to bring you  
satisfied customers—  
repeat customers—  
more customers!*

It's...

**THE  
SPOTTING MANUAL OF  
THE  
DRYCLEANING INDUSTRY**

REVISED EDITION

by ALLEN O. FLIGOR and PAUL C. TRIMBLE



You'll never have to worry about competition—so long as you give your customers good service and a good job! That means, above all, *good spotting!*

This complete spotting text covers everything you need to know about safe and effective spot removal . . . identification of fabrics and stains, equipment and supplies, methods and techniques—including detailed instructions for removing 179 specific spots and stains. With chapters on wetcleaning, bleaching, sizing and related subjects. All clearly, simply but fully explained . . . a training course for the new spotter, a refresher and advanced course for the experienced operator.

The STARCHROOM LAUNDRY JOURNAL

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Automatic and exclusive operation. Fills in 10 seconds without fuss or muss, mess or guess. Patented ink cartridge stays sealed until inserted in pen. Can't spill, soil, stain or spoil.

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No moving parts to break down or corrode. Point is precision hand-tooled to one-ten-thousandths of an inch. Writes smoothly on any textile, tag or similar absorbent surface. (Not a ball pen).

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# SIMPLIFIED SPOTTING CHART

Pink Background For Wet Spotting—Black Background For Dry Spotting

<b>GROUP "A"</b> FOOD, STARCH SUGAR, SWEETS PERSPIRATION BLOOD ICE CREAM MUD WATER MARKS ALBUMEN DISCHARGE GLUE	<b>PROTEIN FORMULA</b>  11 parts Mulsolite 1 part 26° Ammonia	<b>STOCK M</b>  1 part CYCLO 1 part SOLVENT 1 part WATER (Mix in order named)	<b>POWDERED DIGESTER</b>  R. S. R. (Mfd. by Wallerstein Co.)
<b>GROUP "B"</b> COFFEE TEA LIQUOR BEER SOFT DRINKS FRUIT JUICE MEDICINE GRASS DYE STAINS	<b>TANNIN FORMULA</b>  1 part Mulsolite 1 part GEN'L. FORMULA #209	<b>POWDERED STRIPPER</b>  <b>STREEPENE</b> (For whites only)	
<b>GROUP "C"</b>  INKS	<b>OILY TYPE—WET</b> <b>TANNIN FORMULA</b> alternated with <b>PROTEIN FORMULA</b>	<b>OILY TYPE—DRY</b> Straight <b>PYRATEx</b> (Marking and ball pen ink)	<b>POWDERED STRIPPER</b>  <b>STREEPENE</b> (For whites only)
<b>GROUP "D"</b>  RUST (and other iron compounds)	<b>LIQUID ACIDIFIED TYPE</b>  <b>RUSTEZE</b> (Mfd. by Crescent Chemical Co.)	<b>TANNIN FORMULA</b> 1 part Mulsolite 1 part FORMULA #209 (For weighted silks)	<b>POWDERED STRIPPER</b>  <b>STREEPENE</b> (For whites only)
<b>GROUP "E"</b> PAINT VARNISH TAR ASPHALT PITCH OIL GREASE BOTTOM STREAKS	<b>OILY TYPE—WET</b>  1 part PYRATEx 1 part WATER	<b>OILY TYPE—DRY</b>  1 part CYCLO 2 parts PICRIN	
<b>GROUP "F"</b> COLLODION LACQUER ENAMEL NAIL POLISH AIRPLANE DOPE NEW SKIN ROUGE LIPSTICK SHOE POLISH	<b>OILY TYPE—WET</b>  1 part PYRATEx 1 part WATER	<b>OILY TYPE—DRY</b>  Straight <b>PYRATEx</b>	

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**New** lower Metro floor height for faster, easier loading and unloading.

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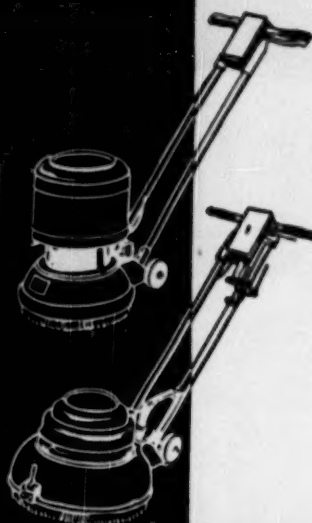
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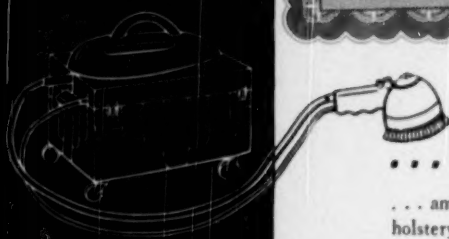
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# "A Hint to the Wise"

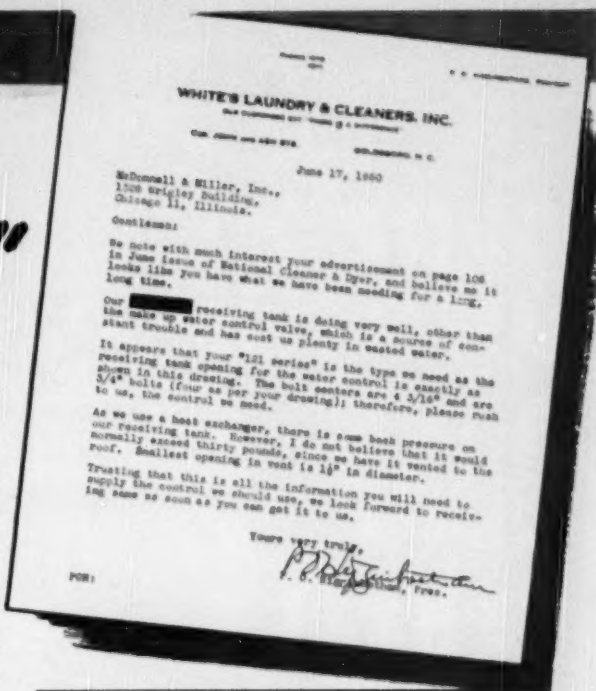
The hint—a good strong hint—is contained in this letter from a man who manifestly knows his way around in the dollar-saving end of the laundry and cleaning business.

We have received many letters like this, but none quite so explicit and to the point. Mr. Higginbotham can rest assured that we do "have what has been needed for a long time" . . . a rugged, precision-built, thoroughly dependable make-up water feeder for receiving tanks. We engineered it that way!

So we suggest that you do as he did: check up on the make-up valve control you are using. Then, if it's operating as badly as most ordinary controls do, simply check the tank opening dimensions with those given here and tell us which flange-form you need—the 21, 121, 221, or 321.

While you're at it consider the possibility of also installing the finest feed-pump control—the McDonnell No. 150. It also has provisions for wiring as a low water fuel cut-off and low water alarm. Do it today. A hint to the wise is sufficient.

**MCDONNELL & MILLER, INC.**  
3500 N. Spaulding Ave., Chicago 18, Ill.



## McDonnell "21 Series" of make-up water feeders for receiving tanks

Note the flange forms (see drawings) to fit most tank openings. These controls have the McDonnell cam-and-roller, straight-thrust stainless steel valve with powerful float action to seat tight against pressures up to 150 psi. Installed right on the tank, the 21 series feeds water directly into tank. Only piping is 1/2" cold water supply pipe. Every control is furnished with gasket and screws ready to install. Bulletin contains all facts.

**No. 21**  
Diagram: Circular flange with 6 holes, 1/2" diameter, 1/2" spacing.

**No. 121**  
Diagram: Square flange with 4 holes, 1/2" diameter, 1/2" spacing.

**No. 221**  
Diagram: Circular flange with 6 holes, 1/2" diameter, 1/2" spacing.

**No. 321**  
Diagram: Circular flange with 6 holes, 1/2" diameter, 1/2" spacing.

**MCDONNELL** *Water Meter Control*

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Swift & Company



**We're READY with quality soaps for every laundry need!** You can always find the right soap for the job in Swift's complete line. Whether you need soaps for heavy soil, for a break, for low temperature washing or for almost any other specialized requirement, Swift's Soap Department is at your service. You can't buy finer soap products anywhere.



**WILLING to continue Swift's research laboratory activities to develop better products for your purpose!** Our Technical Laundry Service Division is working daily on soap and laundering problems. This means that Swift Soap products always have the quality and effectiveness to help you get better results in your laundry.

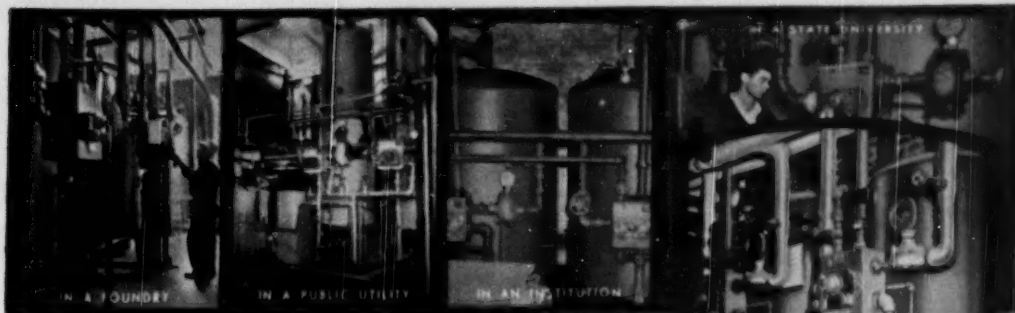


**And ABLE to give fast service from Swift distribution points coast to coast!** You can order any of the fine soaps listed below and expect immediate delivery. Remember—use good soap and enough of it! Good soap promotes economy for you...better service for your customers.

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Plus many other specialties  
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for soaps**





**THE FLEXIBILITY OF THE COCHRANE ZEOLITE SOFTENER PLUS THE SIMPLICITY OF THE HYDROMATIC VALVE MAKE THIS THE IDEAL SOFTENER FOR YOUR NEEDS**

A wide range of zeolite materials is available with Cochrane equipment and Cochrane will recommend the type best suited for your particular problem. Siliceous and Non-Siliceous zeolites are available. The siliceous include low and high capacity greensands and the synthetic gels. Non-siliceous include the coalbase type and phenolic and styrene resins.

# COCHRANE ZEOLITE SOFTENER with the HYDROMATIC CONTROL VALVE

The Cochrane Hydromatic Single Control Valve combines, in a single pilot-actuated valve, the functions of six individual gate valves common to the customary "valve nest". May be arranged for manual or automatic operation.

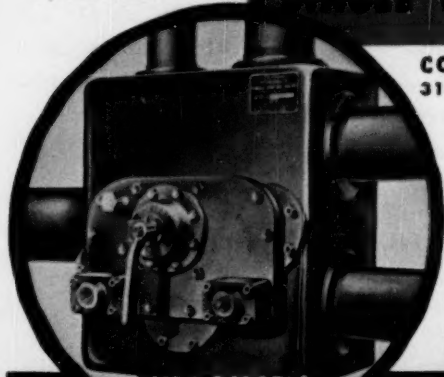
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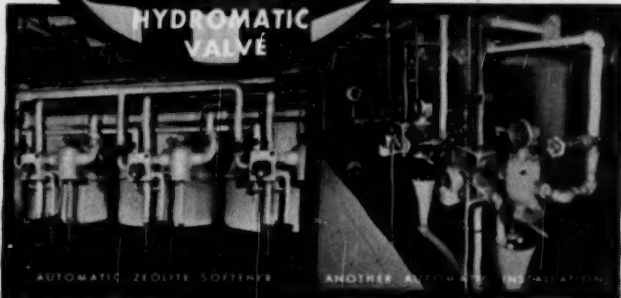
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**HYDROMATIC  
VALVE**



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*Average fuel reduction or value of heat recovered—33.2%*

*Average boiler horsepower reduction—34%*

*Average temperature increase of pre-heated water:*

*Family plant—60°-70°*

*Commercial plant—70°*

*Industrial plant—90°*

*Water to hot water supply within 10° of average temperature of waste water.*

*Recovery of all the heat reasonably available within keeping with capital investment.*

*Full manual or automatic back-flushing arrangement. No tube plugging or clogging.*

*Continuous heat transfer during back-flushing.*

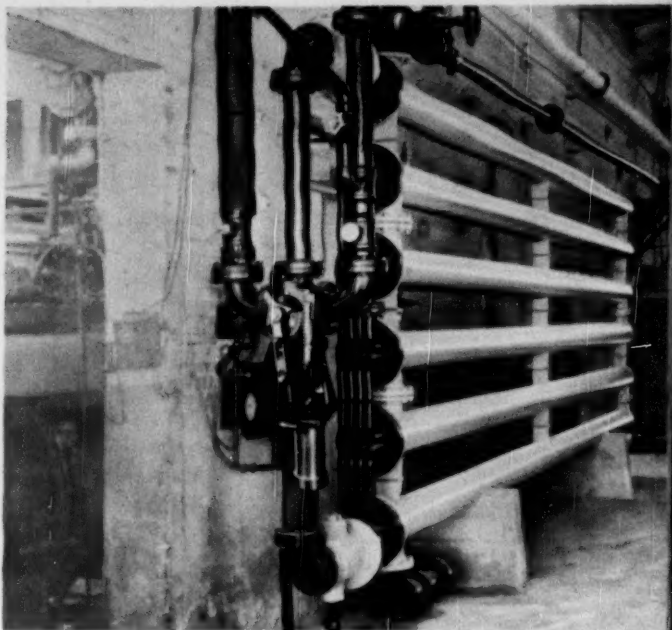
*Heat reclaimer unit entirely above floor.*

*Mechanical cleaning of catchbasin.*

*No manual cleaning of tube surfaces.*

## the *New* BREADY HEAT RECLAIMER

NOT JUST A HEAT RECLAIMER BUT A FULLY INTEGRATED HEAT RECOVERY UNIT THAT REACHES FOR AND GETS BACK EVERY DEGREE POSSIBLE.



The Bready Heat Reclaimer is engineered specifically to meet your individual plant requirements.

20 years of Laundry Engineering experience goes into the supervision of Heat Reclaimer installation, thus, making your plant operate more profitably.

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# NOW!

## A NEW SOURCE OF NEW PROFITS

### THE BULLDOG FLAN-L-ESS METAL PRESS PADS

with companion ASBESTEX COVERS

and NYLOTEX PRESS COVERS



#### FLAN-L-ESS METAL PRESS PADS

These pads are not only made right but they're priced right! They're 15 to 20% less than you'd expect to pay . . . and they'll give you extra savings in longer pad life and better, finer press work. The Bulldog Flan-L-Ess Press Pads require only one Asbestex Cover and only one NYLOTEX Press Cover. They're the industry's finest assembly that offers a firm, high-speed production cushion enclosed in a finely-knitted interwoven monel metal-mesh. Resists packing, pounding, and hard usage. You don't need expensive double-faced flannel and cotton padding when you use this Bulldog trio.

#### ASBESTEX COVERS

Here's a money-saver and profit-booster! The Bulldog Asbestex Cover fits right over the Flan-L-Ess Metal Press Pad and eliminates necessity

of extra pad usually required. Of finely woven, chemically-treated asbestos, these covers give you six to eight months work without replacement. Each cover cut to fit any press made.

#### NYLOTEX PRESS COVERS

Longer-lasting, heat-resisting and supple beyond belief—that's the NYLOTEX Press Cover! Woven from specially-treated nylon, these NYLOTEX Press Covers readily form to the buck without creep, gather or wrinkle. They're the finest press covers that money, research, and modern machinery can make yet they're priced within your budget—especially when you use them in a Bulldog trio of FLAN-L-ESS PADS and ASBESTEX COVERS.

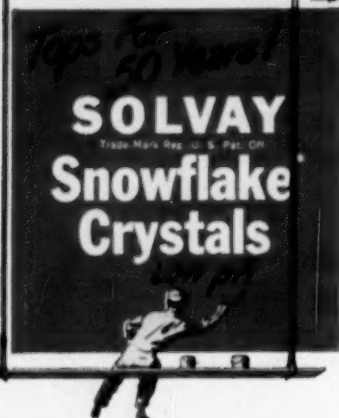
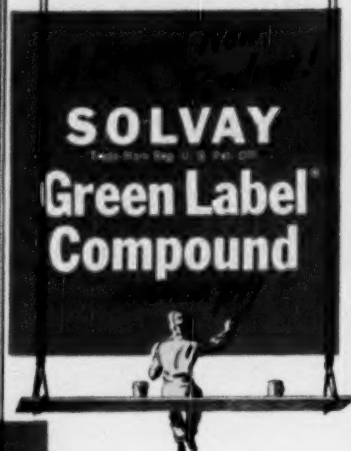
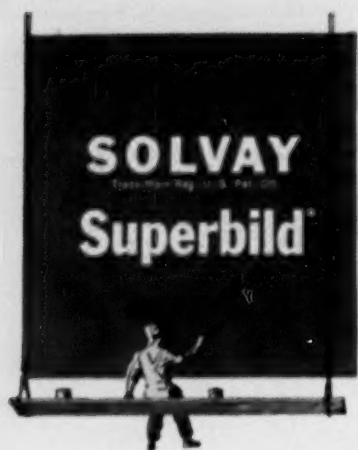
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Boston A.I.L. Convention.

#### Backed by the BULLDOG guarantee

All three of these products carry the famous Bulldog guarantee of fine craftsmanship and high quality that's backed by more than 30 years' experience in the laundry and dry-cleaning industries.

## X. S. SMITH, INC.

RED BANK, NEW JERSEY



## 3 sure signs of Quality Soap Builders

High up among the favorites—that's how these Solvay laundry builders rank with laundry men! These quality products are made to fill all the varying needs of the commercial laundry . . . with the exact pH for every need.

**SUPERBILD**—with its new, improved formula—is now free-flowing, non-caking and dustless. It offers better wetting and penetration, improved water con-

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**GREEN LABEL COMPOUND** is an entirely new compound. It has the same fine qualities as Superbild, but with a lower pH. With its modern ingredients, it sets a new standard for medium pH soap builders.

**SNOWFLAKE CRYSTALS** is the same gentle, reliable builder that has been successful for more than fifty years.

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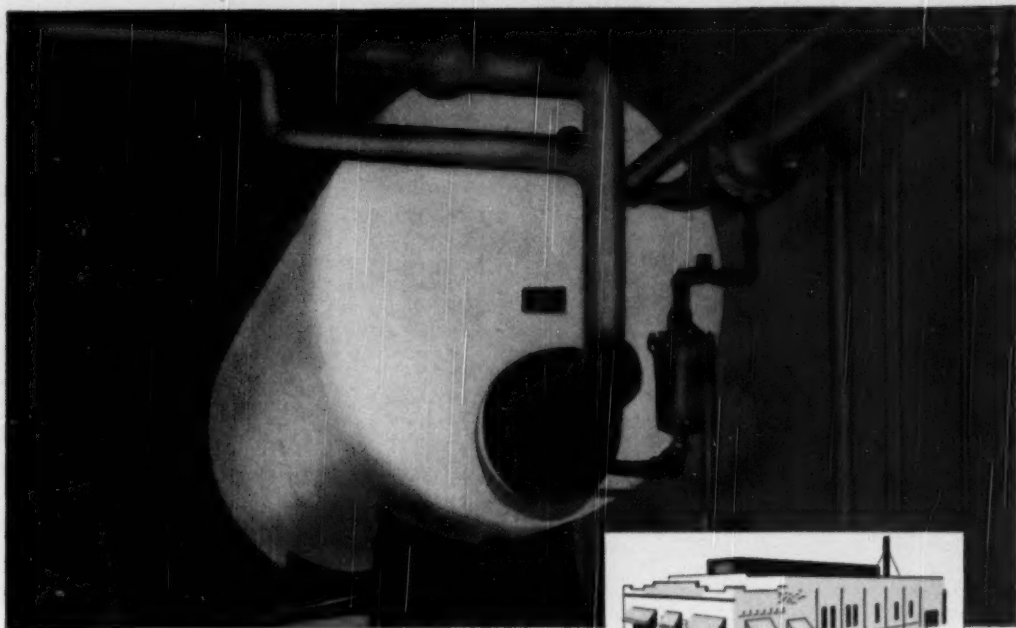
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Calcium Chloride • Sodium Bicarbonate  
Chlorine • Potassium Carbonate • Nitron  
Specialty Cleaners • Ammonium Bicarbonate  
Ortho-dichlorobenzene • Ammonium Chloride  
Sodium Nitrite • Methanol • Formaldehyde  
Para-dichlorobenzene • Monochlorobenzene

\*Reg. U. S. Pat. Off.

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# Water can't rust a heater made of **EVERDUR!** ...and how stubbornly it resists corrosion!



Inset shows artist's sketch of Llewellyn's Laundry, Louisville, Kentucky, whose water heater made by Whitlock Mfg. Co., Hartford, Conn., has a storage tank of welded EVERDUR—the rustproof Anaconda Copper-Silicon Alloy that is ideal for laundry equipment.

*"At no time have we ever had a trace of rust or other corrosion," says Mr. E. A. Mall, President of Llewellyn's Laundry, Inc., Louisville, Ky., regarding his Whitlock Everdur Type K Storage Water Heater.*

**Where corrosion resistance counts—  
consider Everdur**

**ANACONDA®**  
**COPPER—SILICON ALLOYS**

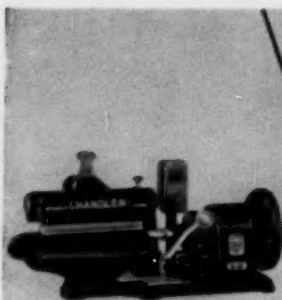
Reg. U. S. Pat. Off.

**THE SAME OPINION IS UNANIMOUS** with users of Everdur® heaters in laundries from coast to coast.

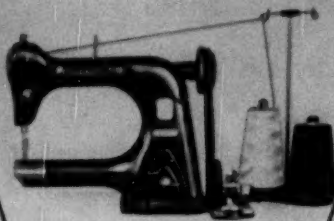
**EVERDUR IS TOUGH—AND STRONG, TOO**, as well as easy to fabricate by all the usual methods—a combination made to order for laundry heater service.

**WANT TO KNOW MORE** about this tough, strong, rust-proof metal? If so, write for our Publication E-13. The American Brass Company, Waterbury 20, Connecticut. In Canada, Anaconda American Brass Ltd., New Toronto, Ontario.

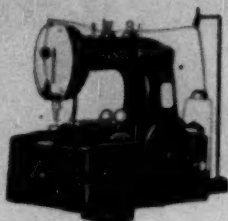
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**FLUTER**

Eliminates costly hand ironing on curtain ruffles, tiebacks, and headings. Will earn its cost in one busy curtain season.

**DARNER**

An electrically operated, high-speed mending and darning machine. For mending and repairing shirts, socks, sheets, aprons, uniforms, towels and laundry nets.

**HAND-OPERATED  
BUTTON SEWER**

Your shirt units should not be without this timesaving machine. 2 or 4 hole . . . automatic . . . foolproof. You owe it to yourself and to your plant to try this machine.

**BUTTON  
SEWER  
AND  
TACKER**

A motorized machine for sewing buttons and tacking cuffs.

A big timesaver in any repair and alterations department or for serving several shirt units.

# CHANDLER

## SEWING MACHINES AND SUPPLIES

CHANDLER MACHINE CO.  
AYER, MASS.

**RUFF-IRON**

Does away with all hand finishing on curtain ruffles. An up-to-date productive curtain department, should not fail to utilize this time and laborsaving machine.

**THREADS**

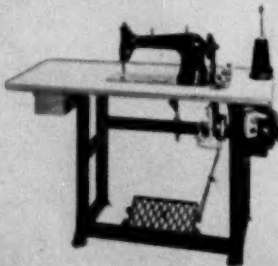
We stock a large supply of special darning thread in many colors. Vat-dyed, mercerized, soft finish; just the thing for neat machine mending.

Special button sewing thread for use on all button sewing machines is also available.

Write for color card and price list of all threads.

**TAILORING  
MACHINE**

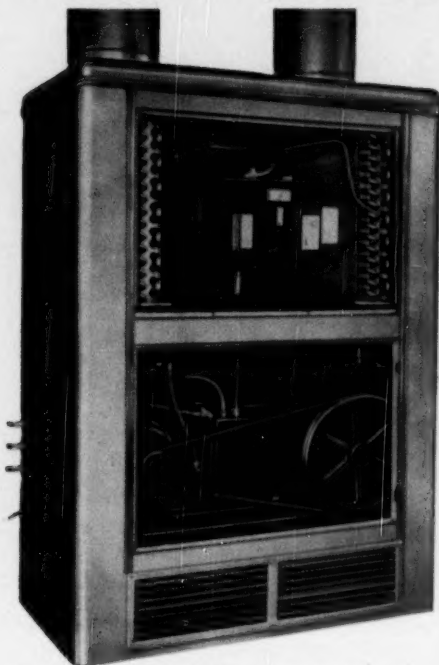
For all plain sewing and seaming operations. The all-purpose machine for any repair and alterations department.

**HAND-OPERATED  
CUFF TACKER**

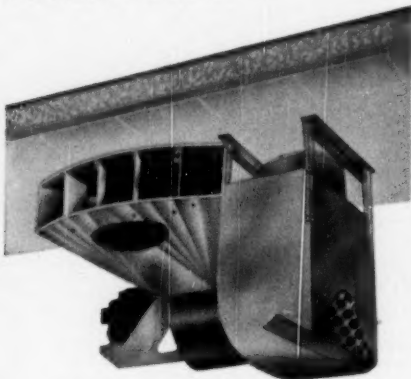
For tacking cuffs, belt loops, shoulder pads. Amazingly fast, a real timesaver for the Dry Cleaner.



# THE NEW *Chandler* VAULT CONDITIONER



The above photograph reveals the mechanism of the unit with front panels removed. It shows the extra-large cooling coils; the humidity and temperature controls and in lower part, the compressor unit, and the steamship-type top ventilator intakes.



Motor-driven, filtered fresh air intake.

## COOLING AND DE-HUMIDIFYING UNIT

The **CHANDLER VAULT CONDITIONER** is a self-contained, complete plant that **COOLS** and **DRIES** air of entire vault.

**Eliminates All Problems of Costly Installation**

**SIMPLY CONNECT WATER AND ELECTRIC POWER . . . THE UNIT, FROM THEN ON, AUTOMATICALLY MAINTAINS AND REGULATES TEMPERATURE AND ELIMINATES EXCESS HUMIDITY IN YOUR FUR STORAGE VAULT.**

The **CHANDLER** Vault Cooling Unit must not be confused with ordinary, "packaged" air conditioners seen in stores.—This is a genuine, complete

## COOLING PLANT

With Large, Automatically-Defrosting Refrigeration Coils.

The **CHANDLER** Vault Cooling Unit embodies completely new principles for perfect operation. It is constructed with top-quality controls for automatically maintaining the humidity of a garment vault at a low between 30% and 60%. The controls are so designed as to watch humidity first. Temperature, preferably around 60 degrees, is controlled second. All problems of installation are eliminated. (Basement vaults require no insulation with this unit.) Made in two sizes: 5 HP., for vaults with 3,000-coat capacity, and 5 HP., for vaults with 5,000-coat capacity.

The new Vault Cooling Unit is certain to become the standard furriers' vault equipment of the future, since it gives the most positive and complete automatic vault control ever offered, and it costs much less both to install and to operate than the old systems.

**Our Separate Units for Vault Fumigation and Ventilation provide the best and most thorough distribution of fumigant and ventilation ever made possible.**

## IMPORTANT

This system is controlled from panel board outside the vault.



## IMPORTANT FOR YOUR FULLEST PROTECTION

The **CHANDLER** Vault Cooling Unit is approved by Underwriters Laboratories, Inc., sponsored by the National Board of Fire Underwriters. This assures lowest insurance rates and complete safety!

ON EXHIBITION

BOOTH #327

A. I. L. Convention



Motor-driven fumigator and exhaust.

Manufactured and Sold By:

# CHANDLER SALES & SERVICE CO.

Specialists in Machinery and Equipment for Furriers

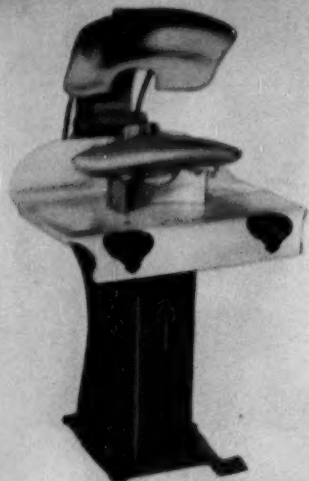
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For full information and prices write or call us

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#### UNIPRESS YOKE PRESS

For over 15 years, Unipress has built high-production power-operated yoke presses for laundries. The model 125Y is used in Unipress three and four girl units and features floating buck, gliding action, and fewer moving parts.

#### UNIPRESS 2 GIRL 4 PRESS SHIRT UNIT

Unipress four press shirt units have been available to laundries for many years. All presses are ruggedly constructed, use fewer moving parts and give long life with minimum maintenance.

Gliding Gladys Says...



# You're

"SURE, Unipress builds a separate yoke press."

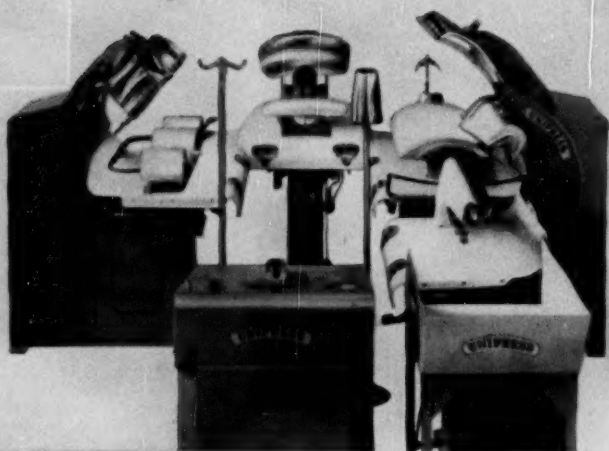
"SURE, Unipress builds a two-girl four press shirt unit."

...with all the



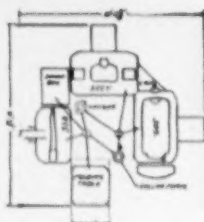
FEATURES

# But...

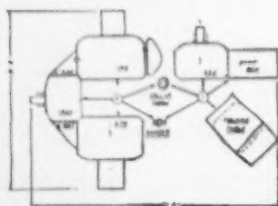


## Check...

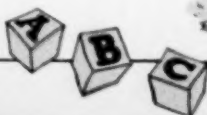
THESE UNIPRESS TWO-GIRL THREE-PRESS SHIRT UNIT ADVANTAGES. DISCOVER AS THOUSANDS OF LAUNDRY OWNERS HAVE, THE MANY ADVANTAGES OF THE TWO-GIRL THREE PRESS UNIT OVER ANY TWO-GIRL FOUR PRESS UNIT!



SAVE  
up to  
32 sq. ft.  
of  
FLOOR  
SPACE



IT'S AS  
SIMPLE AS



#### QUALITY



**FINISHING.** Unipress two-girl three press unit produces more top quality shirts. Unipress gliding action always provides the satin smooth finish your customers like.



#### FLOOR SPACE

**SAVED.** Unipress two-girl three press unit saves up to 32 square feet of floor space.



#### STEPS SAVED

Unipress two-girl three press unit saves over 4,000 steps per day according to recent survey reducing operator fatigue and increasing production.

**GREATER PRODUCTION.** Fewer steps, less operator fatigue and less drying out of shirts, add up to increased shirt production. Look what extra shirt production means to you:



5 extra shirts per hr. @  
20c per shirt equals \$1  
per hr, \$8 per day, \$1,600  
per year.



10 extra shirts per hr. @  
20c per shirt equals \$2  
per hr, \$16 per day, or  
\$3,200 per year.



**SMALLER INVESTMENT.** Unipress two-girl three press unit uses combination collar, cuff, and full yoke press saving the cost of a separate yoke press. This means a smaller investment for you.

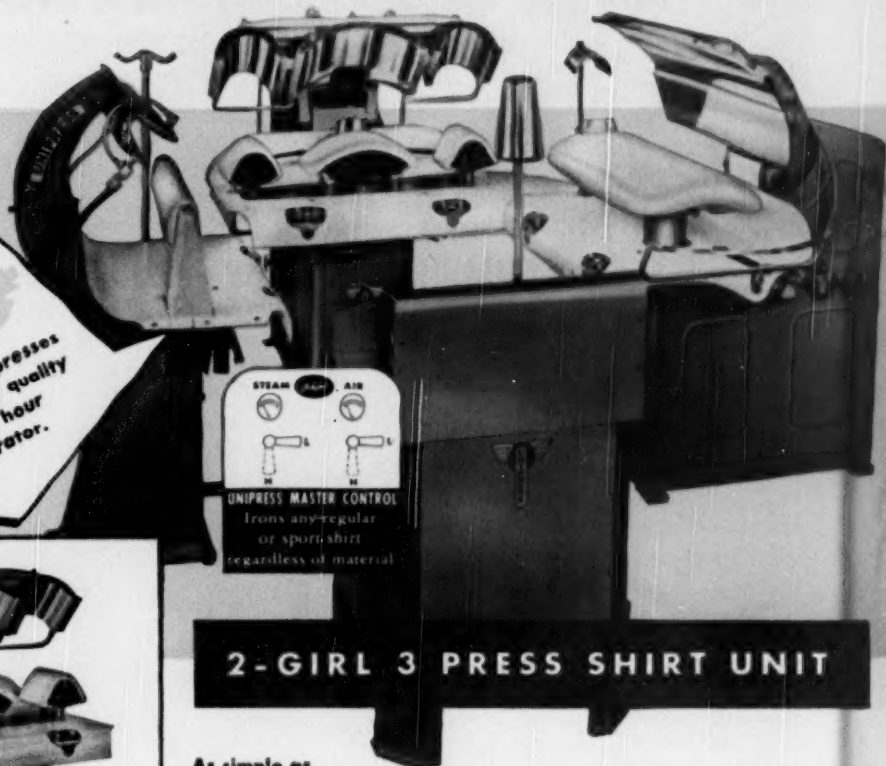
why nine out of ten laundry owners prefer the Unipress two-girl three press shirt unit.



# *always* MONEY AHEAD WITH **UNIPRESS** LAUNDRY EQUIPMENT

WHY PAY FOR  
AN  
**EXTRA  
PRESS**

...when three presses  
give you more quality  
shirts per hour  
per operator.



## 2-GIRL 3 PRESS SHIRT UNIT

As simple as

**A B C** when you compare the top quality . . . the floor space savings . . . the saving of steps . . . the reduction of operator fatigue . . . and the increased production.

Everything points to the Unipress two-girl three press shirt unit as being the finest buy today. That's why nine out of every ten Unipress customers prefer the Unipress two-girl three press shirt unit.

You'll agree with the thousands of satisfied Unipress users we are sure

after you have made your own comparison.

Step up your production of top quality shirts and lower your operating costs today. Write for your copy of the new Unipress two-girl three press shirt unit catalogue now.



**Model SCCY-B**  
Irons cuffs,  
collars,  
and  
full yokes.

The famous Model SCCY-B Glide-Liner Combination Press irons collars, cuffs, and full yoke. A scientifically designed press that easily handles up to 90 shirts per hour and completely eliminates need for a separate yoke press. This saves you up to \$400 on your shirt unit. The Model SCCY-B Press makes the Unipress two-girl three press shirt unit preferred nine to one.



*The*

# UNIPRESS

*Company*

2800 LYNDALE AVENUE SOUTH  
MINNEAPOLIS 8, MINNESOTA  
Phone LOcust 2615

*Manufacturers of Laundry Presses and Equipment*

GIRL SHIRT UNITS  
1 & 2 GIRL SHIRT UNITS  
WEARING APPAREL UNITS  
ROTO MATIC UNITS  
OVERALL UNITS  
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Please send us your free catalog describing:

- ☐ The Unipress two-girl three press unit.  
☐ The Unipress two-girl four press unit.

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# "HYDRAXTORS" OFFER CHEAPEST EXTRACTION



**SAVE  
HANDLING**



**SAVE  
TIME**

**SAVE  
LABOR**



200 lb. loads... 5 to 7 loads per  
hour... no foundations... no  
balancing... no vibration.



**SAVE  
SPACE**

LEASE A HYDRAXTOR AT NO COST TO YOU  
WRITE, WIRE OR PHONE FOR DETAILS TODAY

**ZEPHYR** LAUNDRY MACHINERY CO.

LA SALLE AND HURON STREETS • CHICAGO 10, ILLINOIS



## Mrs. Holmes was a regular sleuth

The lady was a past master at the art of detecting. The way she hunted for spots in the clothes we cleaned, I'm sure she could



wade into a haystack and come out with the needle.

It used to gripe me a little when she'd rip the paper bag off a suit and inspect it from collar to cuff. Finally, one day, I asked her why she kept looking when she never found anything. Her comeback gave me the clue.

"Young man," she said, "about a year ago you turned out a dress of mine that was a mess . . . dull looking and still full of spots. If you'll remember, I brought it back to you."

I remembered all right, and I told Mrs. Holmes so. But I also told her that it had all happened before I started using Du Pont "Ovalclene" detergent for my work. And I reminded her that since that day she'd never had another complaint. She looked sort of

interested, so I told her all about Du Pont "Ovalclene", . . . even how it works in my equipment.

She admitted that her clothes had been looking fine for a long time now—clean and bright. But she hadn't known what was making the difference.



If Mrs. Holmes is doing any detective work now, she's doing it at home. She doesn't even peek under the paper in here any more.

Use Du Pont "Ovalclene" in synthetic or petroleum units. And for a synthetic solvent that's safe to use, try nonflammable Du Pont "Perclene" perchlorethylene. Both products are fully backed by Du Pont research laboratories plus the practical advice and assistance of experienced Du Pont Technical Representatives. For complete information write to E. I. du Pont de Nemours & Co. (Inc.), Electrochemicals Department, Wilmington 98, Delaware.

# DU PONT

"OVALCENE" . .

dry cleaning detergent

"PERCENE" . .

perchlorethylene solvent



BETTER THINGS FOR BETTER LIVING...THROUGH CHEMISTRY

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## FROM THE GREAT LAKES TO THE ROCKIES

### There's a THOMPSON-HAYWARD Warehouse Near You

Fast service — dependable service — that's one of the extra values Thompson-Hayward's widespread facilities offer you. And with that service goes the definite assurance that every Thompson-Hayward laundry product has been tried, tested and proved — to make sure it will give you the utmost in quality and value.

For More Business Tomorrow Put Thompson-Hayward Detergents To Work In Your Washroom Today



Wash-Tex

Eliminates use of soap on greasy rags and overalls. Highly effective as a break powder on colored and white work.



Hy-SOL  
Medium pH



Ultra-SOL  
High pH



NU-SOL  
Mild pH



DIS-PER-SOL  
Designed to give maximum soil removal on the break.



P. M. Soap  
A complete soap for use dry on the wheel.

These quality soap builders supply all the necessary properties of a complete detergent. They assure quick wetting and colloidal action, emulsify mineral oils, saponify fats and vegetable oils, neutralize acid dirt and prevent redeposition of soil.

# THOMPSON-HAYWARD

## CHEMICAL COMPANY



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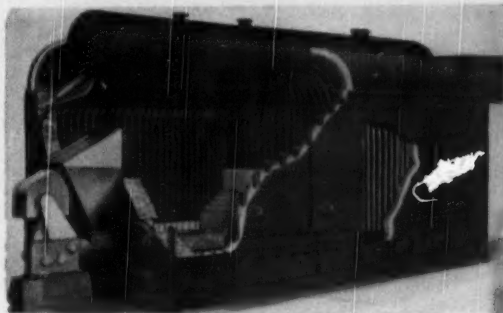
## ERIE CITY IRON WORKS

1409 East Ave., Erie, Pa., U. S. A.

Manufacturers of: Complete Steam Generators, Type C 3-Drum Boilers, Type VL 2-Drum Water Tube Boilers. Economic Boiler-Furnace-Brickwork Units with or without Water Walls, Welded H.R.T., Steel Heating Boilers, Coal Pulverizers and Stokers.

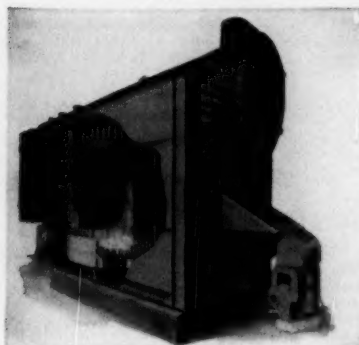
### ERIE CITY INTEGRAL BOILER-FURNACE UNITS

These combine a long and short horizontal drum with integral water cooled furnace into a low headroom unit shipped built-up in sizes to 300 HP. and larger for field assembly. Outstanding is the method of obtaining a ring flow circulation in each side wall element. A downcomer tube is provided for each pair of radiant (riser) tubes in the side wall, which, with two front wall downcomers assure an ample supply of clean circulating water in the water walls

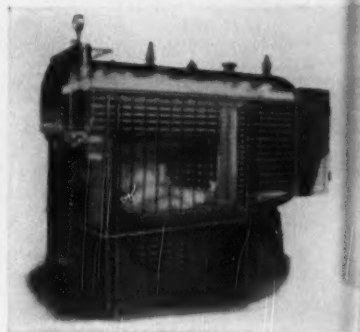


at all times. Write for Bulletin SB 24 that describes this and many other features.

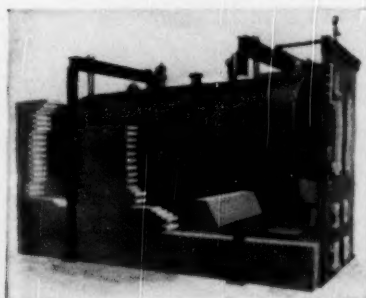
### ERIE CITY "ECONOMIC" BOILER WATER WALL TYPE | ERIE CITY "ECONOMIC" BOILER STANDARD TYPE



At the left a cut-away view of the Water Wall Economic, a development to greatly extend the range of economical operation of the famous Economic standard type boiler-furnace-brickwork unit. An Economic with special steel base is shown at the right. With the addition of water wall cooling greater steaming capacity and reduction of refractory maintenance is achieved almost to the vanishing point.



### ERIE CITY H.R.T. BOILERS



At the left is illustrated the standard Erie City H.R.T. Boiler built in a complete range of sizes to A.S.M.E. Code.

At the right, the Erie City all-welded Steel Heating Boiler features compact design and a 3 pass travel of gases. Stocked in sizes and types for all firing methods. Write for Bulletin SB-29.

### ERIE CITY WELDED HEATING BOILERS



# HUEBSCH LAUNDRY and



## 1. OPEN END TUMBLER

Fast drying—Efficient and economical operation—Quick easy loading and unloading—much less labor required—Sturdy construction—Low maintenance. Laundry type in sizes 36" x 18"; 36" x 24"; 36" x 30" and the new 42" x 42" for large volume drying. Any of these sizes may be equipped with fused extinguisher and explosion proof motor for dry cleaning operation. Single, double or quadruple coils available. 42" x 42" size available only with double or quadruple coils.

## 2. FEATHER RENOVATOR

Cleans, restores and revitalizes pillows that are flat, lumpy and lifeless. Provides a proved source of additional volume and profits for your business. About 7 processing bags filled with feathers can be processed at one time. The Feather Renovator is quickly and easily convertible for use as a regular 4 coil laundry tumbler by simply removing the left-hand door pin.

## 3. TWIN-CYLINDER TUMBLER

This compact unit will dry the smaller stuff dry bundles or towels, from finished work bundles, more efficiently than they can be tumbled in larger machines. Each of the two 26" x 24" cylinders, set one above the other in a vertical housing, has a capacity of 15 pounds (dry weight). Drying time approximately 20 minutes. Substantially saves on floor space and tumbler investment.

## 4. DOUBLE SLEEVE

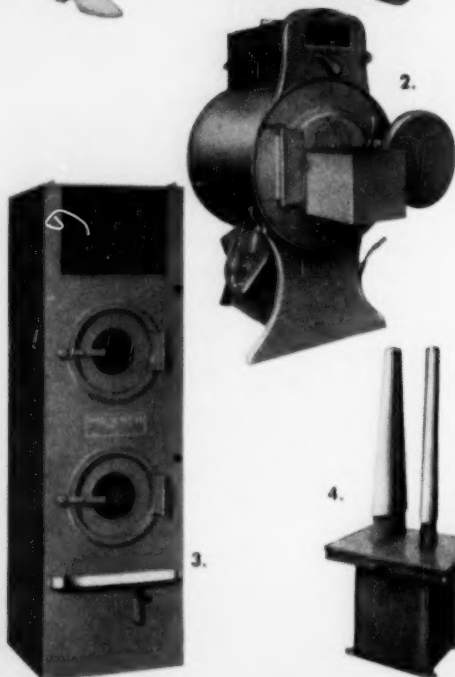
Shaped to fit the largest variety of sizes. Combination of double taper and notched edges produces better and faster work than any other method.

## 5. ROOT GARMENT BAGGER

Keeps your bagging up to the minute . . . eliminates waiting. Adjustable rod accommodates longest garments. Easy to swing longest bag off of bagger. Racks for holding garments to be bagged also available.

## 6. ALLWAY PANTS SHAPER

Goodwill and business is lost if trousers are too short or too tight. Cleaners find it necessary to wash larger percentage of regular suit trousers. Allway resizes and shapes length, calf, thigh, seat, crotch and waistband. May be had in Standard model or with fan and steam coil unit.



# DRY CLEANING EQUIPMENT

## 7. CHIEF HANDKERCHIEF IRONER

Low initial cost—Quantity production—Quality finish—Economic operation. Produces perfect work because handkerchief is completely straightened and squared on the pad before it is ironed. This model, 29 inch, with fiber padding is complete with Discovery Fluffer mounted in ironer and Folding table. Also available, 25 inch ironer for handkerchiefs and napkins. Standard with fiber padding (air rotated) with fluffer mounted on ironer and Folding table; ironer manually rotated with fluffer mounted on ironer and Folding table.



## 8. GARMENT DRYER

Both large and small cleaners will find the garment dryer a very useful machine. Adjustable hanger rod accommodates unusually long evening gowns. Five adjustable clamps hold dresses at the bottom. Two blade aeroplane type fan.

## 9. SPRING-TYPE FILTER

Cuts costs and improves dry cleaning service. Sturdy, compact unit illustrated is fast, efficient, and economical. Easier to clean and maintain. Has rated capacity of 2,000 gallons per hour. If greater capacity is desired, two filters can be used side by side, or one above the other. Priced lower than conventional filters of comparable capacity.

## 10. AUTOMATIC VALVES

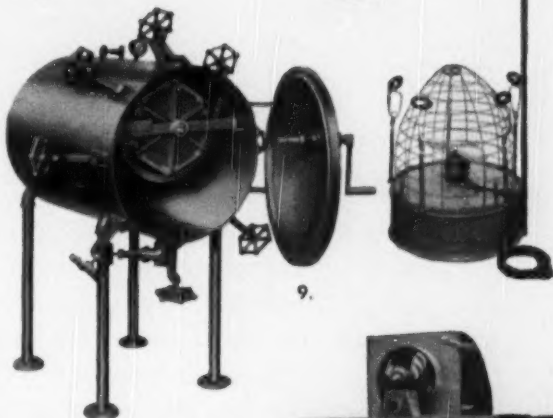
Increases production . . . improves the work, saves time and money. Easy to open . . . close automatically. Sturdily constructed for heavy duty in 1½ x 2" Two-way; 2 x 2½" Two-way; 2½ x 3" Two-way; 3 x 4" Two-way. Also made in Three-way and Four-way for laundries and one-way for dry cleaners.

## 11. FORM-RITE COLLAR SHAPER AND IRONER

Gives quality appearance and maximum comfort. Because the collar is the most important, Form-Rite is the most important machine in your shirt line.

## 12. CABINET DRYER

Has all features of expensive machines . . . Motor driven fan—Latest type fin and tube steam coil—air temperature control damper. Motor rheostat adjusts speed to regulate air volume. Capacity about 16 dresses—Hanger rod 36 inches long.



# HUEBSCH

*Originators*

HUEBSCH MANUFACTURING CO.  
MILWAUKEE, WIS.



11.



12.

# INSPECT YOUR PRESS PADS NOW!



## *Important!* PRESSES *Must* BE PROPERLY PADDED!

- To OBTAIN Maximum Pressing Efficiency
- To INCREASE PRODUCTION
- To PROVIDE Quality Pressing
- To GIVE Economical Operation
- To INSURE Maintenance of Press Machines

\* RECOMMENDED BY ALL PRESSING MACHINE MANUFACTURERS.

RESILLO PRESS PADS ARE CONSTRUCTED IN EXACT ACCORDANCE WITH ALL PRESSING MACHINE MANUFACTURERS' SPECIFICATIONS TO ACCURATELY FIT AND SATISFACTORILY SERVE ON:

- |  |                                 |  |
|--|---------------------------------|--|
| * Collar, Cuff & Gusset Presses            | * Handkerchief & Napkin Presses | * Garment Presses  |
| * Shirt, Bosom & Body Presses              | * Linen Supply Presses          | * Dry Cleaning Presses                                       |
| * Single-Lay, 2-Lay & 3-Lay Sleeve Presses | * Overall Presses               | * For All Makes & Models of Laundry and Dry Cleaning Presses |
| * Mushroom & Yoke Presses                  |                                 |  |

Sold By Resillo Jobbers Everywhere

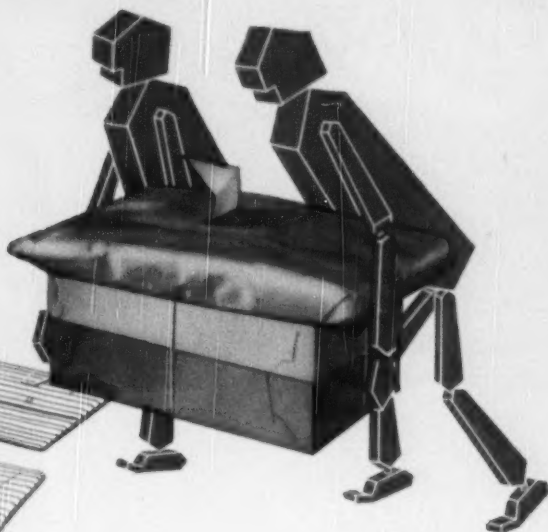
WORLD'S LARGEST MANUFACTURERS OF PRESS PADS

# PRESS PADS

RESILLO COMPANY • 2328 WEST NELSON STREET • CHICAGO 18, ILLINOIS



**brighten  
color work  
with  
metso 55  
detergent**



STEP-UP YOUR QUALITY

**Now**, color work can be equal to your best quality white bundles. Wait 'til you see the deep, rich colors of the loads washed with Metso 55.

Metso 55 balanced silicate detergent with special water softening and wetting properties has double advantage for color work. (1) It lifts out more dirt and (2) it prevents dulling films on colors.

Use Metso 55 on the break and in subsequent sudsing operations for a week. See for yourself the improved color work produced—whiter backgrounds and fresher, brighter colors.

*Philadelphia Quartz Company*  
1160 Public Ledger Building, Philadelphia 6, Pa.

ATTACH THE COUPON TO YOUR LETTERHEAD



**metso® 55  
detergent**

OTHER METSO DETERGENTS:  
METSO GRANULAR, METSO 99, METSO 88

PHILADELPHIA QUARTZ COMPANY  
1160 PUBLIC LEDGER BUILDING, PHILA. 6, PA.  
Send me Metso 55 descriptive folder and prices of  
Metso in 100 lb. bags.

Signature \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

**COMPARE!**

# **PIONEER '2x2' NYLON NET**

**CONSTRUCTION  
STRENGTH  
WEIGHT  
VALUE**

**FOR GREATER  
PROFITS  
TO YOU**

COMPARE Pioneer 2x2 (two 260 denier nylon yarn twisted equal to 520 denier) for tensile strength

COMPARE two 260 denier yarns in the warp and two 260 denier yarns in the filling

COMPARE value of Pioneer's "balanced construction" 2x2 Nylon Net for longer service

**Booth #411**

A.I.L. Convention

Boston

Mass.

Magnified Section of  
PIONEER 2x2 NYLON  
NET



—OTHER BENWALL PRODUCTS—

- Nylon Press Cloth
- Complete line of press covers
- Spun Nylon Press Cloth (non slip)

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**PIONEER  
'2x2' NYLON NET**

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ALL DIAPER LAUNDRIES**

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Patented SANI-TOP Diaper Cans are standard equipment with diaper services from coast to coast since 1936.

**NEW SANI-TOP PORCELAIN PAILS ARE NOW A LIFETIME PAIL WITH REASONABLE CARE.**

Painted and enameled pails rust and soon become junk . . . ruin diapers and bags with rust, no matter how many coats of enamel.

**NO RUST STAINS ON BAGS AND DIAPERS IF YOU USE SANI-TOP RUST-PROOF PORCELAIN PAILS.**

We make the patented SPRAY TYPE and CAMPHOR CAKE TYPE SANI-TOP Diaper Pails.

## "SOFTEY" DIAPER GARMENT

**a business builder  
washes easier — no folding**

MORE DIAPERS TO

wash load

extractor load

dryer load

## MORE BUNDLES TO TRUCKLOAD

**"SOFTEY" THE LONGER LIFE DIAPER GARMENT**

Use Our New Two-Way Stretch  
"SOFTEY" DIAPER GARMENT

Made of combed yarn, soft, fluffy and very absorbent.

"SOFTEY" DIAPER GARMENT is always comfortable; expanding and contracting with Baby's breathing.

"SOFTEY" DIAPER GARMENT is the modern improvement on the old style sheet of diaper cloth with hemmed seams.

"SOFTEY" DIAPER GARMENT conforms to, and fits Baby's body without bunching—it is comfortable! Why be satisfied with any other diaper! Give Baby the benefit of latest research — the "SOFTEY" DIAPER GARMENT.

"SOFTEY" DIAPER GARMENT available for immediate delivery. Order today.

# SANI-TOP

TEL: TRUMBULL 8-0010

R. D. 1, SANDY HOOK, CONN.

# THE FUR BOOK

**THE ONLY COMPLETE TEXTBOOK ON ALL PHASES OF HANDLING FURS!  
THE FUR BOOK TELLS YOU . . .**

- HOW to clean every type of fur pelt . . . safely**
- HOW . . . and when . . . to rejuvenate worn or damaged furs**
- HOW to perform simple repairs on all skins and garments**
- HOW to remodel an old fur garment to the newest fashion**
- HOW to make fur accessories and trimmings for fur coats**
- HOW to estimate the cost of a repairing or remodeling job**

**And every other subject relating to fur working and processing—including suggestions for building up a fur department . . . common problems and how to solve them . . . identification and individual treatment of the most popular furs.**

**All made amazingly easy to understand! Practical step-by-step instructions for all basic techniques and many typical sample jobs. Illustrated with about 200 detailed diagrams and photographs of skilled fur craftsmen at work.**

**Get all possible profit from every fur garment in your storage vault...  
by giving your customers a *complete fur service*—in your own plant!**

**The author has successfully trained over 2,000 working furriers!  
THE FUR BOOK gives you the same practical course for learning these  
highly profitable skills.**



# FURS!

By David G. Kaplan

TEACHES YOU HOW!

has a background of thirty years in the fur industry.

**Skilled craftsman**—learned the trade at the age of 12, has worked in 100 fur plants.

**Consultant**—now conducts his own business as fur consultant, specializing in difficult problems.

**Teacher**—senior instructor at Central High School of Needle Trades, New York City; instructor in charge of Fur Garment Manufacturing Division, American-Mitchell—Sol Vogel Designing School.

**Writer and lecturer**—fur editor of THE NATIONAL CLEANER & DYER, author of hundreds of articles on fur techniques, popular speaker before drycleaning and fur industry groups.

David G. Kaplan knows furs from every angle . . . knows the possibilities for fur profits . . . knows how to present the subject in a practical, understandable manner.



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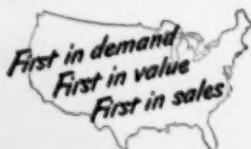


### The World's Most Popular Engine!

More truckers use Chevrolets than any other make. And one important reason is Valve-in-Head engine design. For 38 years Chevrolet has been the largest producer of valve-in-head engines—engines world famous for power, dependability and outstanding economy.

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**Better Buy . . . Better Resale!** Low first cost coupled with dependability and economy make Chevrolet trucks the buy. Chevrolet trucks have led in demand and sales for the last eight consecutive truck production years . . . are far ahead this year, according to current registration figures. Here is proof of greater owner satisfaction . . . satisfaction which has made Chevrolet's higher resale value traditional across the nation.



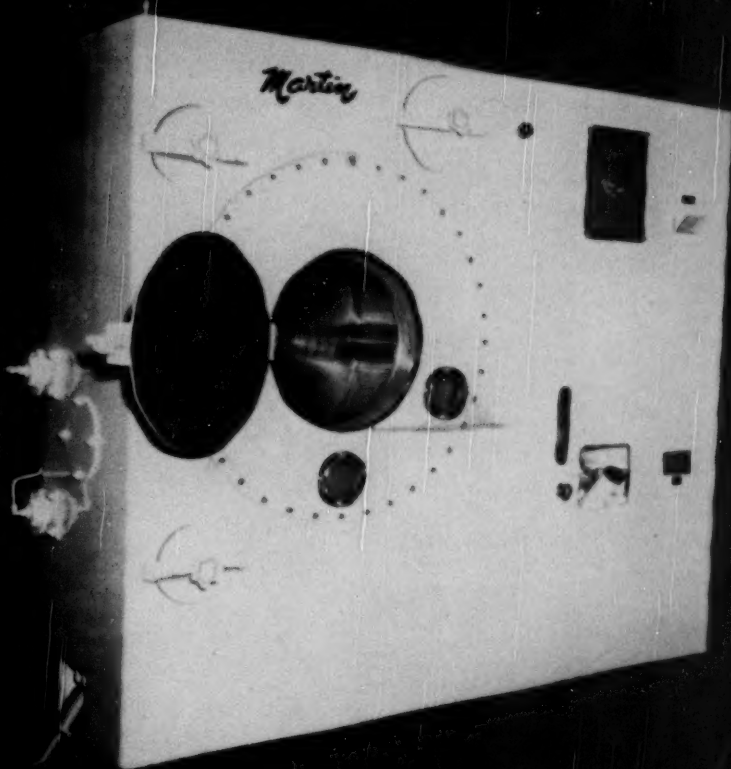
## Chevrolet Trucks CUT YOUR COSTS ON EVERY HAUL!

Chevrolet heavy-duty trucks with Loadmaster engine actually deliver *more horsepower at the clutch . . . more net horsepower*—proved by certified ratings on engines used as standard equipment in conventional models of the five most popular makes, 13,000 to 16,000 lbs. G.V.W.\* Here, then, is power to *move* big payloads . . . in a truck with strength to *carry* big payloads . . . and these add up to outstanding, all-around efficiency. You save on gas, oil and upkeep, cutting your costs on every haul! See your Chevrolet dealer—get the full story of Chevrolet leadership. \*Gross Vehicle Weight

CHEVROLET MOTOR DIVISION, General Motors Corporation  
DETROIT 2, MICHIGAN

### PLUS—Chevrolet Advance-Design Truck Features!

**TWO GREAT VALVE-IN-HEAD ENGINES:** the new Loadmaster and the improved Thriftmaster—to give you greater power per gallon, lower cost per load • **THE NEW POWER-JET CARBURETOR:** smoother, quicker acceleration response • **DIAPHRAGM SPRING CLUTCH** for easy-action engagement • **SYNCHRO-MESH TRANSMISSIONS** for fast, smooth shifting • **HYPOID REAR AXLES**—5 times more durable than spiral bevel type • **DOUBLE-ARTICULATED BRAKES**—for complete driver control • **WIDE-BASE WHEELS** for increased tire mileage • **ADVANCE-DESIGN STYLING** with the "Cab that Breathes" • **BALL-TYPE STEERING** for easier handling • **UNIT-DESIGN BODIES**—precision built.



# COMPARE

## THE ADVANTAGES OF THE MARTIN 25-POUNDER

**OPEN END CYLINDER**...easy loading and unloading.

**NO PARTITIONS**...no weighing in or dividing load.

**SHORT CYCLE**...quick reclamation and drying.

**COMPLETELY AUTOMATIC**...operator only loads and unloads garments when dry.

**COMPACT**...small floor space required.

**PATENTED VIBRATION CONTROL**...eliminates vibration  
no special foundations or bolting.

In addition **MARTINIZING** gives you all these added advantages: Advanced drycleaning methods of drycleaning, engineering and service, production and quality control, accounting and auditing, **MARTINIZING** sales promotion and advertising, and personnel training.

**COMPARE** then write to have a Martin representative give you "a see for yourself demonstration."

Other Machines up to 50 lbs. Capacity

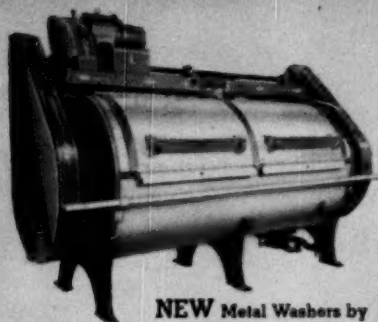
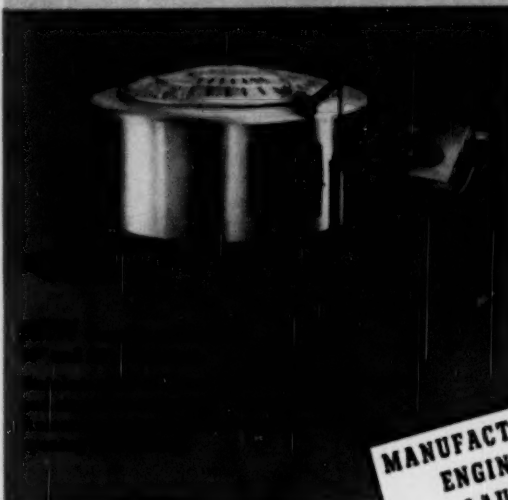
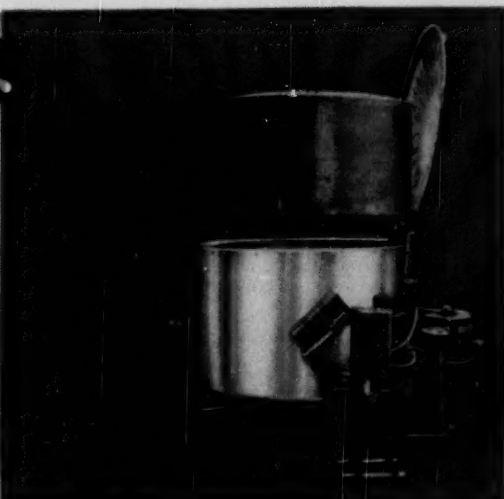
**Martin** EQUIPMENT CORPORATION, 789 HERTEL AVE., BUFFALO, N. Y.

# Cummings Landau



**Cylinders**

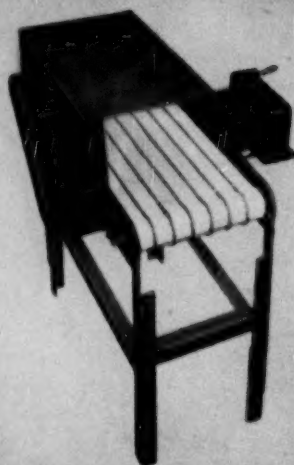
Wood, Monel, stainless steel, black iron.  
30" x 30" to 60" x 126". Pockets to suit.



**NEW Metal Washers by  
Cummings-Landau**

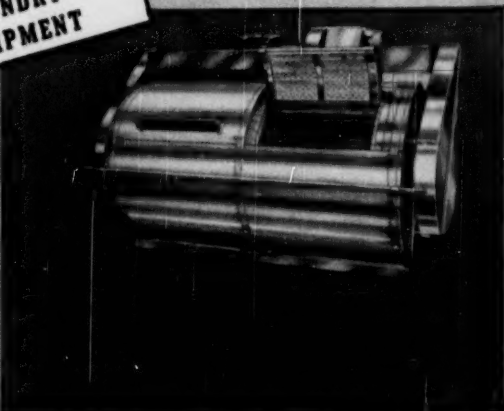
In 30", 36", 42", 44", 48" and 54"  
lengths and pockets to suit your re-  
quirements. Engineered for rugged  
constructions. Simple and trouble  
free operation. Fast and economical  
washing.

**MANUFACTURERS OF  
ENGINEERED  
LAUNDRY  
EQUIPMENT**



**NEW Solved  
Linen Counter**

Machine counts  
accurately and  
eliminates possi-  
bility of human  
error regardless  
of speed of feed-  
ing. Automati-  
cally resets to  
zero position af-  
ter final count is  
stamped on  
ticket.



**CUMMINGS-LANDAU LAUNDRY MACHINERY CO., INC.**  
305-17 Ten Eyck St., Brooklyn 6, N. Y.—Columbia, Pa.



## THE MILNOR LINE

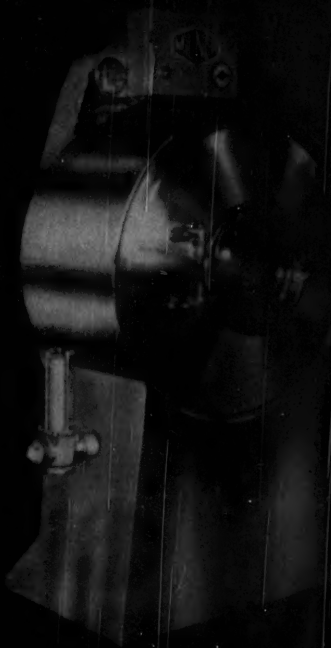
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EXTRACTORS



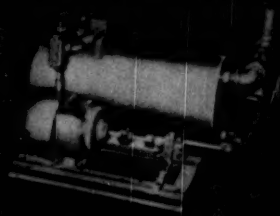
17", 20", 26", 30", 40", 48" & 60",  
Laundry & Dry Cleaning Models

WASHERS



25 & 50 lb Capacity

AUTOMATIC SOLVENT  
RETURN SYSTEMS



Automatic Features Available  
On All MILNOR Equipment

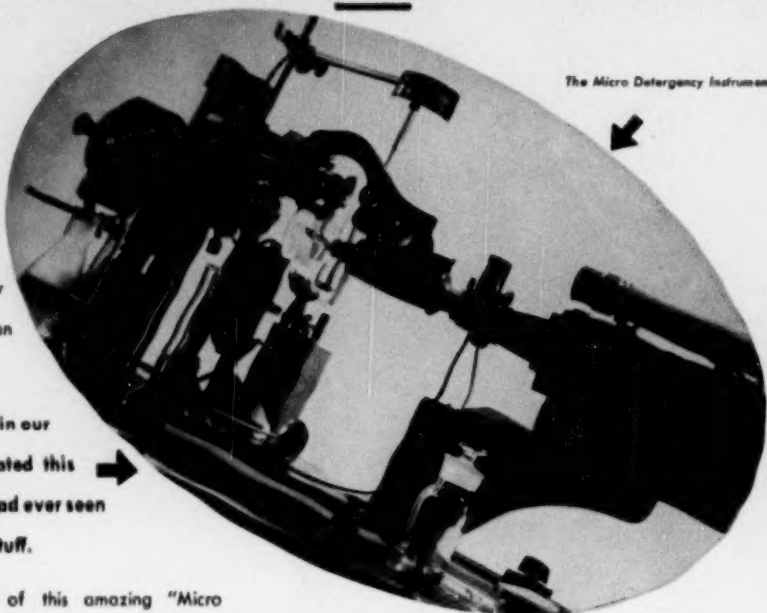
### PELLERIN MILNOR CORP.

NEW ORLEANS, 18, LA. U. S. A.

## THIS *INGENIOUS* DEVICE TAKES THE GUESSWORK OUT OF WASHING . .

Everybody knows that soap removes soil from fabrics. And every laundry-owner knows that a properly built soap removes soil faster and more completely than soap alone.

But until the technical men in our Research Department created this ingenious device, no one had ever seen how a detergent does its stuff.



The Micro Detergency Instrument

With the powerful "eye" of this amazing "Micro Detergency Instrument" our chemists can actually see detergents strip dirt, grease and oils from fibers. They can

pass accurate judgment on the degree of cleaning efficiency of any soap or detergent. Guesswork is out!

## . . AND SO DOES OZONITE!

This ingenious instrument clearly demonstrated why so many laundryowners are enthusiastic about the excellent performance of Ozonite in their washrooms. It confirmed scientifically the speed and thoroughness of Ozonite's dirt removing properties.

Ozonite—like the Micro Detergency Instrument—takes the guesswork out of washing. You can prove this to your own satisfaction with a month's trial.



*Procter & Gamble*  
CINCINNATI, OHIO

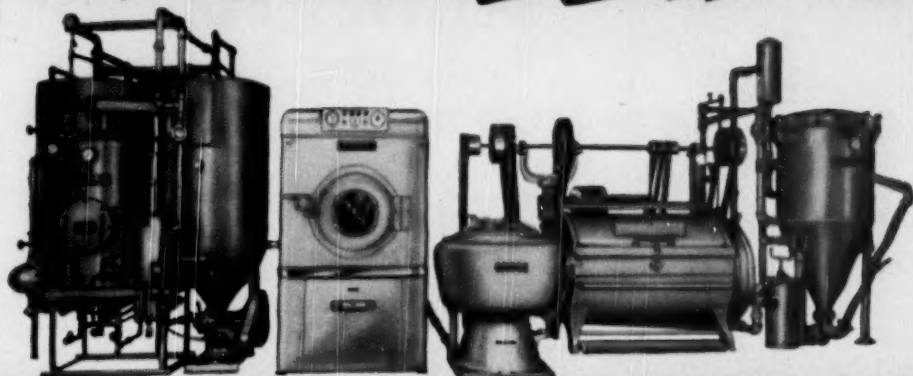
Here's the way soil "peels off" from a fiber immersed in a perfectly balanced Ozonite solution as the camera sees it in the Micro Detergency Instrument.

# OZONITE

**FACTORY-BUILT TO SAVE YOU TIME,  
MANPOWER AND MONEY.**

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# THE UNIT THAT TURNS GROSS into NET



## THE GROSS-OMATIC 140° F. UNIT

**For High Flash Point Solvent Operation**

**A Complete Dry Cleaning Plant • Easily Installed • Completely Safe  
Designed and Produced by Petroleum Dry Cleaning Machinery Engineers**

**SEE THE NEWEST DEVELOPMENTS IN Laundry Equipment at the A.I.L. Convention in Kansas City. Booths 357-9, 392-4.**

Scientifically designed, the GROSS-OMATIC 140° F. UNIT is perfectly balanced for economical high quality dry cleaning! Easily operated by one man, it is completely safe—and is tested and listed under re-examination service by Underwriters' Laboratories, Inc. Lower insurance rates!

Engineered by dry cleaning specialists, the GROSS-OMATIC 140° F. UNIT increases plant capacities with less material, time, power and labor costs . . . high quality dry cleaning—more profitably!

**GROSS-OMATIC 140° F. UNITS are available to handle from 50 to 175 lbs. per load.**

(Illustrated—the motor belted unit . . . complete individual motorized units also available.)

WRITE FOR FREE BULLETIN G-50 for the complete story of the "GROSS-OMATIC 140° F. UNIT"



**GROSS MACHINERY COMPANY, Inc.**

*Originators and Manufacturers of the World's Finest Cleaning Equipment*

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**CHECK YOUR NEEDS**  
We'll Meet 'em

**YOUR CHOICE OF CHASSIS**

Make                      Model

(On MONTPELIER "SIDE-AISLE" Models)

**FULL CROSS-AISLE**—for  
Easy Access from Either  
Side ☐

**DROP FRAME**—for Greater  
Convenience, Less Fatigue ☐

(On MONTPELIER "URBAN" Models)

**FORWARD CONTROL**—to  
further Increase Load Space ☐

(On Any MONTPELIER Model)

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for Shorter Turning, Easier  
Parking ☐

**GREATER LOAD SPACE**—  
More Deliveries per Trip ☐

**WIDE REAR DOORS**—for  
Greater Loading Ease ☐

**MORE HEADROOM**—So  
Driver can Stand and Work  
Erect ☐

**SWIVEL BUCKET SEAT**—  
for Greater Ease Entering,  
Leaving ☐

**INSULATION**—Top, Sides  
and Floor ☐

—and Many  
Other Optional Features to  
Increase Efficiency, Lower Costs,  
for YOU.

# Montpelier

**URBAN and SIDE-AISLE**

## DELIVERY VEHICLES

ENGINEERED and BUILT  
TO MEET YOUR SPECIFIC NEEDS

**A PROVEN FORMULA for**  
**Cutting Delivery Costs — Increasing Profits**

1. Choose Chassis of the make and size you consider most practical for YOUR needs.
2. Write, Wire or Phone MONTPELIER, giving information as to chassis, whether for wholesale or retail, etc. We'll send you, immediately, description of MONTPELIER features developed during our more than twenty years in designing and building cost-saving delivery transportation for LAUNDRIES and DRY CLEANERS.
3. MONTPELIER will cooperate with your truck dealer in providing the most economical and desirable delivery equipment—engineered and built to YOUR specific needs.

Your drivers will make More Stops with Less Fatigue,—More Dollar Volume, Less Cost, Bigger Profits for YOU.

MONTPELIER'S Cost-saving Methods—using standardized and special assemblies—keep your buying price surprisingly low.

Let us furnish you with additional information.

**WRITE, WIRE OR PHONE**

### THE MONTPELIER MANUFACTURING COMPANY

Manufacturers of Specialized Delivery Equipment  
MONTPELIER, OHIO



Montpelier "Side-Aisle" Style with Drop Frame



MONTPELIER "URBAN"  
FORWARD CONTROL STYLE

You'll be Proud of the Smart,  
Modern Appearance of Your  
MONTPELIER Delivery Equipment





## Picture of a housewife deciding where to get laundry service



AMERICA'S BUYING GUIDE  
FOR OVER 60 YEARS

She uses the 'yellow pages' of the telephone directory like 9 out of 10 shoppers in your community... to find the products and services she needs... to save needless shopping trips... to save time.

You can turn more housewives in your direction by using the familiar 'yellow pages' to advertise your

laundry business. Your messages about the services you offer, go right into the homes in the community. They are within reach of prospective customers *just when they need your service.*

The 'yellow pages' make *good looking* for your prospects and *good selling* for your services.

**For further information, call your local telephone business office.**



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# Purkett's BIGMOUTH TUMBLERS

The steam heating coils, the big mouth opening, the big loader tub, sturdier construction and self reversing—combine to make the new Big Mouth line the last word in conditioning tumbler.

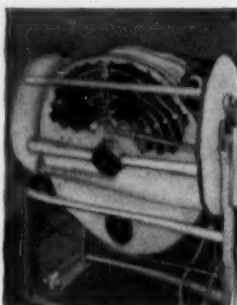


Use this preparation table when tumbling sheet lots or mixed lots of sheets and smaller pieces. A 45 lb. load can be **THOROUGHLY** conditioned in 3 minutes.



One of these 48 inch Heat-conditioning Tumblers will supply any one flat ironer at capacity. Sheets are spread across end of table convenient to the feeders. The small pieces are fed direct from the feeding trough in front of feeding table.

*Heat-conditioning works miracles. You now can have goods mechanically tumbled that are better conditioned than hand shaking.*



60 pounds of smaller pieces makes a good average load.

60 pounds will supply one ironer from six to ten minutes.

That means loading tumbler only six to ten times per hour.

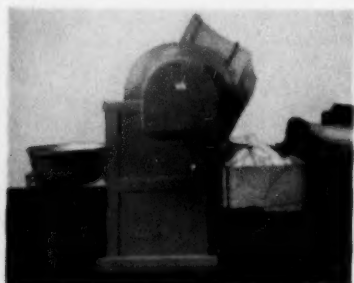
Also gives plenty of tumbling time—6 to 10 minutes per load.

**THESE TUMBLERS DO NOT COST YOU—THEY PAY YOU!**

A conditioner installed in a Kansas City hotel eliminated two of their regular flatwork crew, and the remaining crew and the Purkett tumbler got the usual volume out in one hour less time per day.

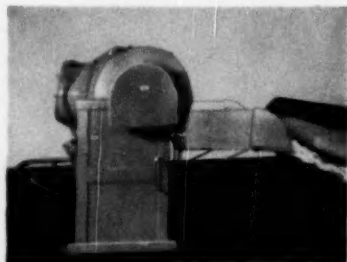
Savings paid the entire cost of the tumbler in slightly more than 6 months.

*Institutions, Hotels and Linen Supplies that separate large pieces from the smaller pieces before washing will make large labor savings by using the type delivery chute illustrated below to deliver conditioned small items to feeding trough.*



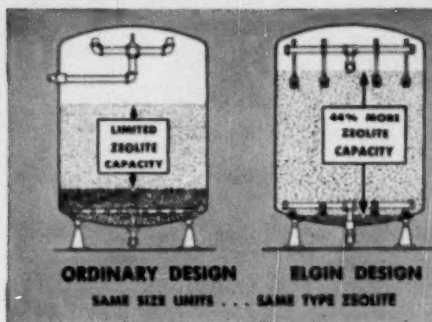
The delivery chute lowers to receive the load and automatically raises to discharge into the feeding trough, a very effective method of transferring the load to feeders.

*Let factory representative survey your plant, make recommendations and estimate of savings.*



## PURKETT MANUFACTURING COMPANY

JOPLIN, MISSOURI



**Up to 44%  
More Soft Water**  
FROM SAME SIZE SOFTENER  
USING SAME TYPE ZEOLITE

## Does it sound too good to be true?

*Perhaps it does, but thousands of ELGIN "Double-Check" installations say it's so!*

### Two ways to cut softener costs with the "Double-Check" principle

One way is to install an Elgin "Double-Check" Softener — or you can have the "Double-Check" manifold equipment applied to your present softener — *any make.*

Our District Engineer will be glad to show you how your present water softener can be modernized. Many softeners equipped with the "Double-Check" manifold and Elgin high capacity zeolites are delivering 3 to 10 times more soft water.

Far more soft water from a softener costing no more to buy, and less to operate, *does* sound "too good to be true." Many operating men have felt that way about it, but when all the cards were down the net result in most cases was the purchase of an Elgin "Double-Check" Softener ... or the installation of "Double-Check" equipment to modernize and step up the capacity of their present water softeners.

We would like to have you ask us to prove our case. Meantime, glance for a moment at the diagrams above which point out the big basic improvement in Elgin design. The important point is that a softener employing conventional manifolds is constrained to a shallow zeolite bed and a slow back-wash rate to prevent the escape of zeolite. This handicap is removed by the ingenious and exclusive Elgin "Double-Check" manifolds which prevent escape of zeolite even with a deep zeolite bed and a high back-wash rate. The extra zeolite gives extra water softening capacity of course, and the higher back-washing rate means better cleansing of the zeolite; thorough regeneration; higher efficiency.

It's as simple as that, but we repeat that we would like to have you insist that we prove our case in terms of your plant. We would like to show you that the Elgin "Double-Check" offers not only more in performance, but also more in quality. We also want to explain our broader servicing program that assures peak performance and lasting satisfaction. *Coupon brings all the facts.*

ELGIN SOFTENER CORPORATION, 150 N. Grove St., Elgin, Ill.



**NEW ZEOLITE**  
will put new life in  
your water softener



All types of zeolites furnished.  
Write for information on type needed.

**ELGIN**  
ECONOMICAL  
WATER CONDITIONING

Please send bulletin giving information about:

- ☐ Elgin Water Softener    ☐ Zeolites  
☐ Modernizing our water softener

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Mail to Elgin Softener Corp., 50 North Grove Street, Elgin, Illinois

SOFTENERS • CHEMICAL TREATMENT • FILTERS • BOILER WATER CONDITIONING

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WASHATERIAS and HOME WASHERS CAN'T MATCH  
*My* FAMILY BUNDLE SERVICE



# Cook WASHETTES

**BEAT COMPETITION WITH INDIVIDUAL  
WASHINGS OF FAMILY BUNDLES . . .**

Laundries big and small face terrific competition . . . over 8,000 washaterias . . . sales of home washers are up 8%. The Cook Plan for Individual Washings is the way to beat this competition. Your wash will be brighter and cleaner than the washateria using home washers. The service will be faster and easier than home washing. Cook

Washettes have a fast 20 minute washing cycle, which means your prices can be competitive with all laundry methods . . . including home washing.

Don't buck today's competition with obsolete equipment. Investigate the Cook Plan. Let us design a plant to meet your individual requirements. No obligation, of course.

## A COMPLETE LINE OF WASHERS TO



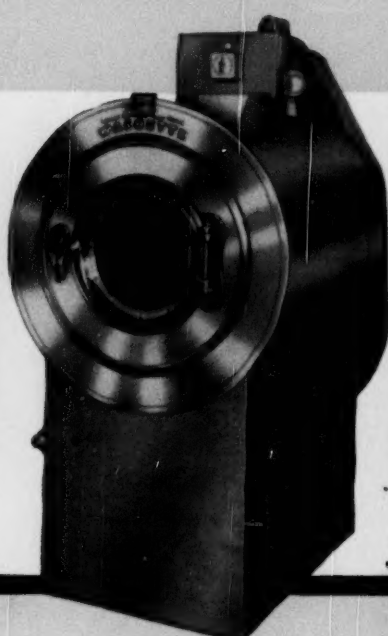
**THE ECONOMY  
WASH-A-WAY**  
25 or 49 lb. Capacity

The new economy washer with all the features found only on higher priced models. Stainless steel drum, cylinder, shell and base. Brass door and hardware.



**JUNIOR  
WASHETTE**  
25 lb. Capacity

This stainless steel unit occupies a minimum floor space—26" deep by 23" wide. Basket reverses direction approximately 4 times a minute, creating a faster and better washing action.



**MASTER  
WASHETTE**  
49 lb. Capacity

Handles approximately double the washing load without a noticeable increase in floor space—occupies only 42" by 23". As on all Washettes, the clear vision door permits water level control.



**Daily Capacity**  
**1½ TONS**

**45 MINUTE CYCLE**  
**WASHED, EXTRACTED,**  
**FLUFF DRIED**



Here's a small, compact plant individually designed for a medium size laundry.

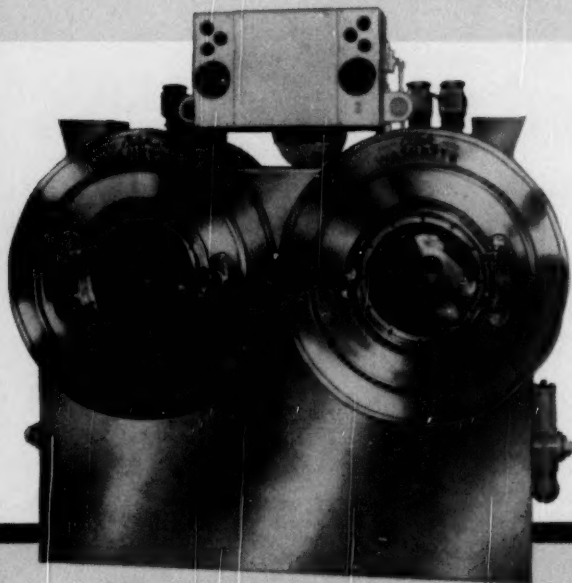
- 4 Twin Washettes — 25 lb. capacity baskets
- 1 Master Washette — 49 lb. capacity
- 2 20" Extractors
- 2 30"x36" Gas Tumblers

The family bundle is separated and the whites go into one cylinder of the Twin Washette and

the colored into the other. The entire bundle is washed at the same time in one machine. 20 minutes to wash, 5 minutes to extract, and 20 minutes to dry. The entire bundle is processed in 45 minutes or less.

This plant requires a space only 13 ft. by 60 ft. The time consuming tasks of marking, sorting and locating lost garments are eliminated. The entire operation is streamlined and profitable.

**MEET YOUR REQUIREMENTS FOR**  
*individual washings*



**TWIN WASHETTE**  
**18 or 25 lb. Capacity Baskets**

The most practical washer ever designed for the economical washing of a family bundle. Whites are placed in one cylinder and the colored in the other. The complete bundle is washed in the same machine at the same time.

LET US DESIGN  
 YOUR  
 FAMILY BUNDLE  
 PLANT  
 NO OBLIGATION



Yes, I am interested in the Cook Plan for individual washings of family bundles. My daily requirements are \_\_\_\_\_ pounds (Family bundles, only)

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_





**Increases Efficiency** — Automatic controls are a big work-saver at Purity Laundry, Providence, R. I. These 2 Cascade Automatic Unloading Washers and the Notrux extractor more than double washroom team output. Photo courtesy of American Laundry Machinery Co. and Purity Laundry.

## Mechanizing with MONEL helps increase worker output 150%

### at Purity Laundry, Providence, R. I.

Worker output more than doubled — when Purity Laundry put American equipment of Monel® in their washroom.

But mechanization gives Purity something in addition to increased washroom efficiency.

**Important savings** — Purity Laundry today uses 25% less supplies and 33½% less water. They've reduced the work week ten hours.

Purity also reports that their two new Cascade Automatic Unloading Washers with "Companion Controls" — plus the single Notrux extractor — take only half as much floor space as their former equipment.

**Boosts output — cuts costs** — This story typifies what happens when laundries modernize with

automatic pushbutton controlled equipment.

Pushbutton controls save work and boost production. With supplies measured mechanically, guesswork and waste end. Automatic timing governs the washing cycle, conserves steam, power and water. And washing quality is uniform, always up to standard.

**Monel Protection** — Because American makes equipment of Monel, you never worry about rust stains or corrosion. A solid Nickel Alloy, Monel is rustproof and resists corrosion by soaps and detergents, stands up against alkalis and starches, dilute bleaches and fluoride acids. Your washer cylinders and extractor baskets stay glassy smooth, always free of rough spots.

Monel is stronger and tougher than structural steel. It's a solid, long-lasting metal. That's why Monel equipment turns out work year after year, seldom requires more than routine inspection and maintenance.

Couple the proved advantages of Monel with the extra benefits of a fully mechanized washroom — and you have a combination that's hard to beat!



EMBLEM OF SERVICE



**THE INTERNATIONAL NICKEL COMPANY, INC.**  
67 Wall Street, New York 5, N. Y.

# A NEW HAERTEL VAULTMASTER

## *For Fur and Woolen Storage Vaults*

- A complete unit in one beautiful cabinet.
- Absolute humidity control.
- Continuous temperature control.
- Positive fumigation.
- Automatic refrigeration.
- Filtered ventilation.
- Approved by Underwriters' Laboratory.



All of these essential operations of vault air-conditioning may now be yours in one beautiful Marine-Blue unit. Avoid costly installation expenses. Profit from trouble-free operation.

There is a Haertel unit to meet every fur storage need and capacity.

**WALTER HAERTEL COMPANY 2840 FOURTH AVE. S., MINNEAPOLIS, MINN.**

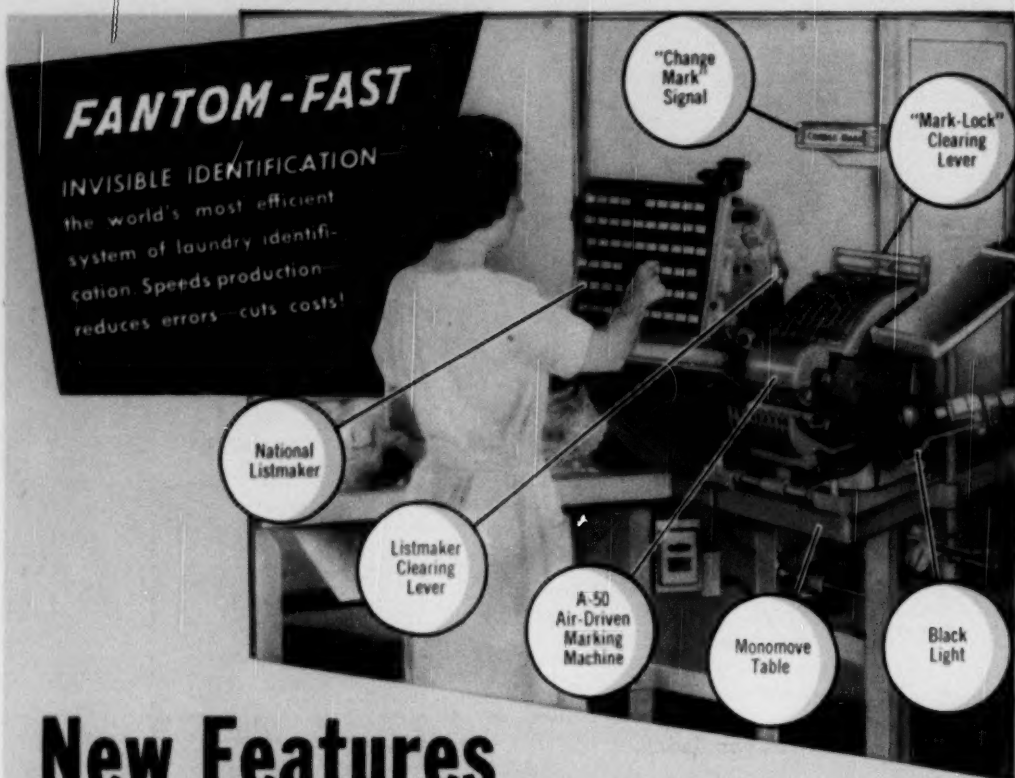
Send us description and cost information concerning Vaultmaster.

Send us free copy of new Fur Storage Insurance requirements booklet.

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**MAKE THE FANTOM-FAST SYSTEM  
EVEN FASTER, SURER, MORE PROFITABLE!**

### NEW NATIONAL A-50 FANTOM-FAST MARKING MACHINE

air driven—no motor  
fast operation  
low maintenance

### NEW NATIONAL LISTMAKER

operator can correct errors  
before list is printed  
machine cannot be cleared before  
list is printed  
next bundle cannot be listed until  
machine is cleared

### NEW NATIONAL "MARK-LOCK"

assures a new mark for the next  
bundle

printing of the list locks the A-50  
Marking Machine

to resume marking, both the List-  
maker and the A-50 Marking Ma-  
chine must be cleared.

**FANTOM-FAST gives you big characters  
that are easily read for quick, accurate  
sorting... and your customer never sees  
these marks!**

**THE NATIONAL MARKING MACHINE CO.**  
4026 Cherry St Cincinnati 23 Ohio

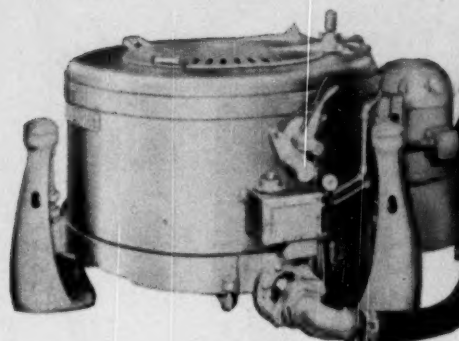
*Specialists in bundle and garment  
identification systems.*





GET A

**Fletcher**  
WHIRLWIND



GET

**HIGH SPEED  
EXTRACTION**



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**FINGER-TIP  
CONTROL**

**GET ALL THESE FEATURES**

Greater Stability . . . *self balancing*  
Easy Loading and Unloading . . . *better accessibility*  
Perfectly Smooth Basket . . . *safe for sheerest fabrics*  
Big Capacity . . . *handles more per batch*  
Maximum Drainage . . . *no blank rows in basket*



Here is the most modern type of high-speed extractor . . . for laundries and dry cleaning establishments. Can be had with tight glass and flexible hose for cleaning fluid recovery. It is the *only* extractor with automatic hydraulic brake and "finger tip" control . . . for smooth, safe stops.

The high speed operation of the Whirlwind assures maximum drying in minimum of time. Running time is frequently reduced by one half or more . . . greatly increases daily production.

Investigate the Fletcher "Whirlwind." Send for bulletin . . . engineering consultation available without obligation.

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**new 1951****ALL-ALUMINUM ALLOY KURB-SIDE**

*has more outstanding  
features than  
any other  
delivery  
truck body*

**T**hrough the never ending search for new ideas to help improve our product, our engineers have developed the 1951 Kurb-Side with more outstanding features than any other delivery truck body.

- Complete roof insulation—from front to rear roof caps—smooth surfaced innerliner and fiberglass insulator.
- E-Z Eye Glass windshield—Kurb-Side panoramic vision has been improved with E-Z Eye Glass—reduces headlight and road glare.
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- Roll windows—each side door has a lifting window with a regulator that adjusts the window to any desired height—increases ventilation and facilitates hand signalling.
- Improved door hangers—complete ease of sliding doors.
- Larger windshield wipers and motors—new powerful motors driving larger sixteen inch blades—increases vision in bad weather.

- Improved driver's seat—adjusts fore and aft five inches—adjusts vertically—folds away under steering wheel and has been superbly improved with foam rubber cushions.
- Special tool compartment—located in cab section—convenient storage for tools and special equipment.

From every point of view the New Kurb-Side is outstanding for economy, efficiency, advanced engineering and appearance. It has been designed to give long range durability because of its  $\frac{1}{8}$  inch Aluminum Heat-Treated Alloy construction, rust and corrosion resistant qualities, light weight and great strength. All space is payload space with full headroom for easy handling of load.

Visit your local truck dealer today and prove to yourself that the 1951 Kurb-Side has more outstanding features than any other delivery truck body.



Designed by Grumman for

**J. B. E. OLSON CORP.**

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*Profits* GO UP ... *Volume* GOES UP ...  
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**PERRY**

**SOLVO-  
MISER**

**TUMBLES, DRIES  
and RECOVERS**

up to 96% of solvent left in  
garments

**INCREASES PRODUCTION**

double or better on production  
when used with closed type  
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**PAYS FOR ITSELF**

one year of recovered solvent  
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**SIMPLE TO OPERATE  
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**Balford**  
Dry Cleaning and Tailors  
STATE COLLEGE, PENNA.  
July 20, 1950

E. J. Perry Corp.  
Jefferson & Locust Streets  
Fall River, Mass.  
Attention: Mr. E. A. Dwyer, President

Dear Mr. Dwyer:

We are enthusiastic about the Perry Solvo-Miser and after 10 months of operation in our plant, we wish to state our profound satisfaction with the above machine.

Our cleaning room consists of two open tubs. With the installation of the Solvo-Miser, we have cut our purchases of Pers to half; our extracting time down three minutes per cleaning load; and satisfactorily eliminated objectionable fumes.

Broken down to daily operation here are our daily solvent savings based on number runs. With every ten loads, (25 lbs. per load), we recycle 8 qts. of solvent, saving 30 number loads per day and converted to dollars and cents, this is a daily saving of \$1.75 per day.

We are appreciative of the friendly cooperative relations with our firm and we would welcome your users in our area to stop in and see our installation.

Sincerely,

*A. B. Zylberger*  
A. B. Zylberger  
Balford, Inc.  
State College, Pa.

517/749

All Perry machines  
are fully guaranteed

Write or Phone:

**E. J. PERRY CORPORATION**  
Fall River, Mass.

Send me full information on the  
PERRY SOLVO-MISER. Interested in  
size checked.

Model A	Capacity 20 lbs. dry weight	\$1095.
Model B	Capacity 30 lbs. dry weight	\$1195.
Model C	Capacity 35 lbs. dry weight	\$1295.

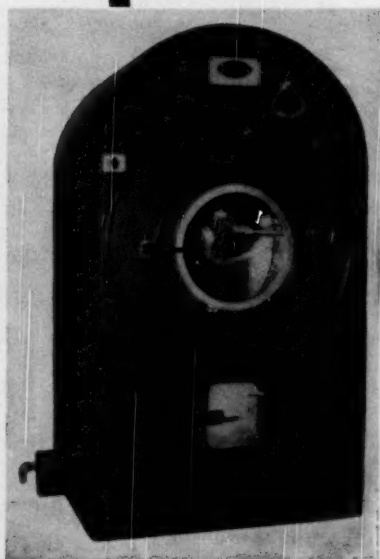
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The big differences are all clearly presented in the new Schaub Catalog No. 55. Write for your copy today.

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for Petroleum Solvents

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100% Soluble Filter Soap

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**PENNANT**  
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Liquid Dry Cleaner for Filtration  
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**BUCKEYE LIQUID CONCENTRATE**  
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for use in any chlorinated Cleaning  
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a water repellent and fabric  
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a water repellent and fabric  
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a water soluble size finish

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a liquid concentrate

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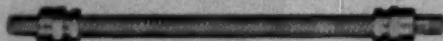
FOR **BETTER** FLEXIBLE HOSE AND COUPLINGS*Specify* **PACKLESS**

SUPPLIED AS STANDARD EQUIPMENT  
BY LEADING MANUFACTURERS  
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Packless manufactures and stocks every type of flexible metal hose unit required for all the various pressing machines now in use.

Packless Flexible Metal Hose is of the highest quality, seamless bronze tubing and contains no welded joints to weaken or crack. They are reinforced with high-tensile bronze wire braid which assures long life and extra safety under constant pressure.

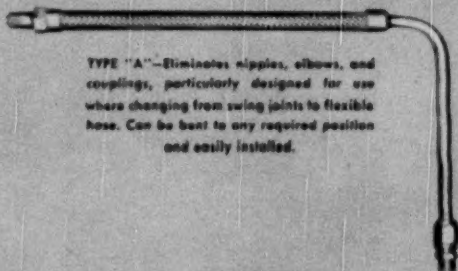
Packless Flexible Metal Hose units are available in two constructions to satisfy every user; one with detachable fittings applied to the hose by mechanical means, the other with fittings brazed at each end.

**MECHANICAL FITTING ASSEMBLIES**

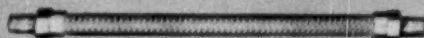
Illustrated is type 8D with Male Detachable Coupling each end.  
Also available with flanges one end or both ends.



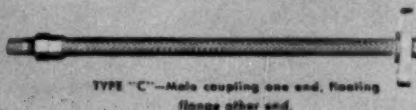
Cross section view of the Packless Mechanical Coupling, showing the positive leakproof seal that is made without use of solder or application of excessive heat.

**STANDARD UNITS WITH BRAZED FITTINGS**

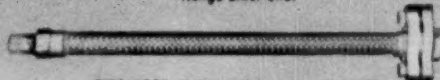
TYPE "A"—Eliminates nipples, elbows, and couplings, particularly designed for use where changing from swing joints to flexible hose. Can be bent to any required position and easily installed.



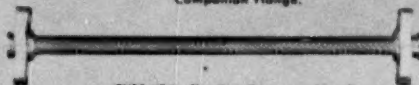
TYPE "B"—Male couplings each end.



TYPE "C"—Male coupling one end, floating flange other end.



TYPE "CC"—Unit as above, complete with Companion Flange.



TYPE "D"—Floating flange each end.

958

Packless Metal Hose units are available for pressing machines in all sizes from  $\frac{1}{4}$ " I.D. to  $\frac{1}{2}$ " I.D. with fittings as required. For further information send for the PACKLESS

DESCRIPTIVE FOLDER ON FLEXIBLE HOSE UNITS. If your local dealer doesn't handle Packless, write in for the name of your nearest supplier.

PACKLESS DISTRIBUTORS ARE A DEPENDABLE SOURCE OF SUPPLY

**PACKLESS**

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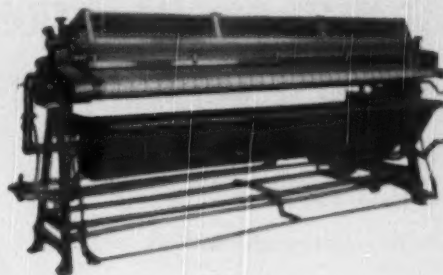
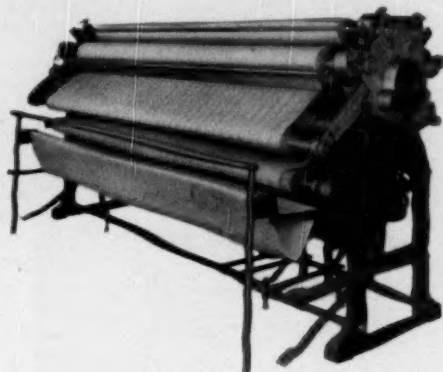
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# CHICAGO GAS HEATED FLATWORK IRONERS

These modern Gas Heated Flatwork Ironers are available in different sizes for different production requirements. They are designed for hotel, hospital, institutional and small commercial laundries where a maximum of approximately 2,000 lbs. of flatwork per day must be handled. Machines are lower in price than Steam Heated Ironers of equivalent capacity and operating and maintenance cost is very low. All machines ball bearing construction throughout. Machines are distributed through leading laundry machinery firms all over the country.

## 6 ROLL MODEL 11 GAS HEATED IRONER

This Ironer is designed for small installations where from 200 to 700 lbs. flatwork must be handled per day. Made with rolls 60", 80", 100" or 110" long. 110" size recommended for most installations. Machine has heated roll approximately 10 1/2" in diameter, 5 padded compression rolls, variable speed drive, all safety features, with pivoted receiving shelf for front or rear return of linens. Automatic heat control optional.

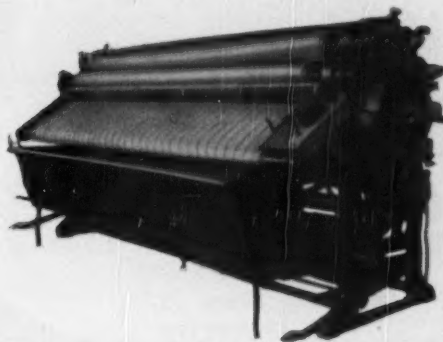


## 6 ROLL MODEL 16 GAS HEATED IRONER

This Ironer is designed for installations where from 500 to 1,300 lbs. flatwork must be handled per day. Machine has heated roll 16" diameter, with 5 padded compression rolls 110" long. Equipped with variable speed drive, all safety features, with or without return ribbon conveyor and automatic heat control.

## 8 ROLL MODEL 24 GAS HEATED IRONER

This Ironer is designed for installations requiring from 1,000 to 2,000 lbs. flatwork per day. Machine has heated roll 24" diameter, with 7 padded compression rolls 110" long. Equipped with variable speed drive, all safety features, with automatic heat control.



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- Dries 100% more bundles.
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- Noiseless, no gears or chains.
- Positive heat controls save steam and time.
- Automatic timer is standard equipment.
- One or two pocket basket.
- Available in 40, 60 and 100 lb. load capacities.
- Reversing mechanism available.



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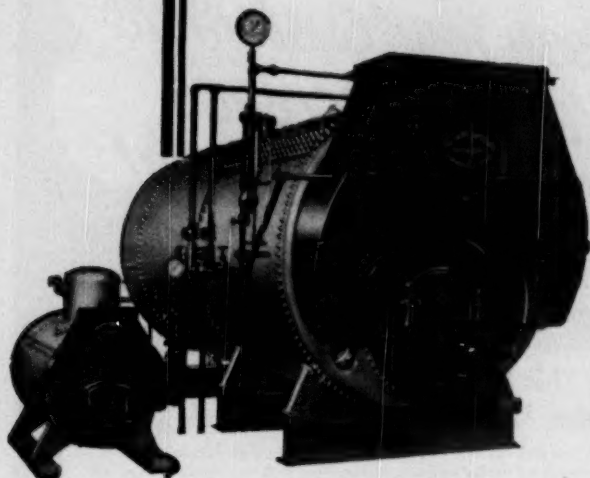
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# THE LEFFEL SCOTCH TYPE



HAND FIRED WITH COAL

## BOILER *One Unit* FOR COAL, GAS OR OIL

● Flexibility is the keynote of the Leffel Boiler. Regardless of your fuel preference or requirements, the same Leffel installation can be readily equipped for safe, efficient operation with either hand or stoker-fired coal or fully or semi-automatic gas or oil. Wherever quick volume production of dry, low cost steam is a prime necessity, Leffel Boilers have proved profitable investments through incomparable service and unparalleled economy. Leffel's 88 years of boiler making experience is your guarantee of outstanding boiler performance—and economy.

Write, Phone or Wire for Full Particulars  
Bulletins on Request

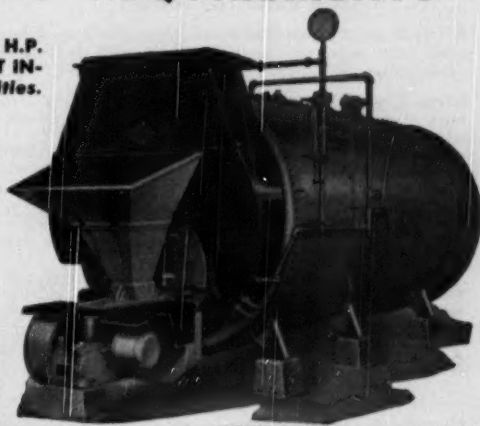
## *Built* TO EXCEED A.S.M.E. AND STATE BOILER CODE REQUIREMENTS

Leffel Boilers are available in sizes from 6 H.P. to 250 H.P. These are normal, standard commercial ratings — NOT INFLATED — but generously designed for overload capacities.

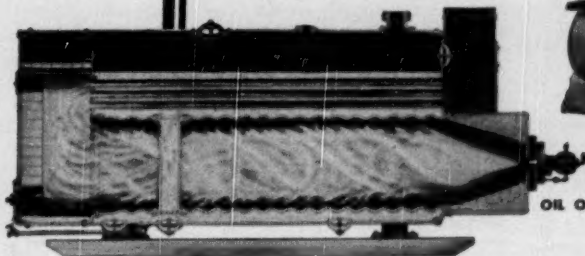
Built to stand up through the years.

AT RIGHT — Leffel Scotch Type Boilers can be successfully stoker fired. WE BUILD STOKERS EXCLUSIVELY FOR SCOTCH TYPE BOILERS.

BELOW — Cross section shows oil or gas adaptations. The same unit using coal can quickly be changed to fully or semi-automatic oil or gas firing.



STOKER FIRED



OIL OR GAS FIRED

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*C.P.P. Soaps Help You  
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**Check This Handy Soap List Today—  
Order The Products You Need!**

C.P.P. soaps help you give customer satisfaction. Because they clean whites whiter . . . colors brighter . . . woolens fluffier —and with money-saving efficiency.

There's a C.P.P. product for every laundry need (see list below). These

soaps can help you eliminate special products—purchase fewer soaps or types of products—thereby cut costs as well as increase laundry efficiency.

You'll find it pays to order all your soaps from Colgate-Palmolive-Peet!

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**Arctic Crystal Soap Flakes**—high-quality soap flakes made from pure, prime tallow, guaranteed to contain not less than 88% soap. Titer approximately 42°C.

**Arctic Crystal Granulated Soap**—a finely pulverized form of Arctic Crystal Soap Flakes, guaranteed to contain 92% soap and 8% or less moisture.

**Pearl Soap Flakes**—made from the same base as Arctic Crystal Soap Flakes. Their average titer is 42°C., making them different from ordinary "built" soaps of the same type. *Pearl Soap Granulated, a fine granulated product, contains 4% more pure dry soap than the flake product.*

**Colgate Formula 40**—for hot-water washing of white work and fast-colored goods. Recommended for use without additional alkali, it assures better "sudsability," quicker rinsing, cleaner finished work, lower soap consumption.

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**Colgate White Soap Granulated**—for finer work in laundries and cleaning plants. This high-grade granulated soap dissolves fast, gives an abundance of suds. Contains 92% anhydrous soap.

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## TO MAKE FUGITIVES STAY PUT

**Arctic Syntex "M"**—"soapless" soap or synthetic detergent for low-temperature laundering of fine fabrics in hard or soft water. In mild acid or salt solutions, it minimizes bleeding. Rinses quickly. Does not promote felting or shrinking of woolens.

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**Arctic Syntex "M"** (See above).

**Colgate White Soap Flakes**—high-grade white soap flakes for finer work in laundries and cleaning plants. Thin flakes, not milled or polished, dissolve faster, give abundant suds. Colgate White Soap Flakes contain 90% anhydrous soap.

**Colgate Formula 25 Soap Flakes**—for use in operations that ordinarily require olive oil soap. Excellent detergent properties, good solubility, rinses well. Especially recommended for low-temperature washing operations. Sold in eastern states only.

**Mentor Beads**—an alkyl aryl sulfonate detergent . . . of high purity . . . stable in acid and alkali . . . outstanding detergent and wetting properties.

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C.P.P. Advisory Service is FREE! Contact your C.P.P. salesman today or write us direct.

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## is NOW available

### to a limited number of laundries

During the past two years, a radically new type of detergent—TEN-22—has been put through exhaustive tests by a select group of commercial laundries and independent research laboratories.

Results of these tests have proved so remarkable, that TEN-22 is now in produc-

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The results achieved with TEN-22 are revolutionary. Day after day, carefully checked washing tests under normal conditions have proved these facts:

**TEN-22** eliminates ONE OR MORE washing operations.

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**TEN-22** reduces labor.

**TEN-22** saves power consumption.

**TEN-22** eliminates all water softener equipment and softening agents.

**TEN-22** reduces amount of detergent required.

**TEN-22** means extra time for more washes.

By laboratory tests, **TEN-22** produces 99% whiteness retention.

All this adds up to actual savings of from 15 to 30 per cent.

Are you interested in making such cost-savings in your own laundry operations? OF COURSE! Then get the complete facts about TEN-22—and judge its amazing performance for yourself. Just attach coupon at right to your letterhead and mail today.

**ROBERTS-MODABER CORP.**  
1035 West Lake Street Chicago 7, Illinois

**ROBERTS-MODABER CORP.**

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Chicago 7, Illinois

Please send complete information on TEN-22 detergent, including tests and data on five-way savings in laundering cost.

Name.....

Title.....

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# BIG NET PROFITS

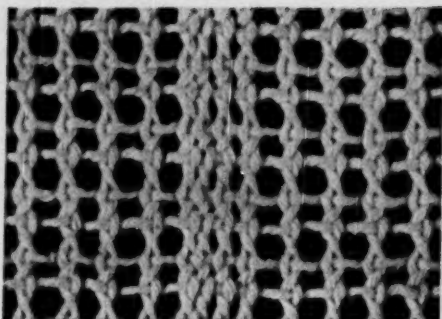
start with  
**Callaway**  
**"Rockweave"**  
**Cotton Nets**

Look at these NET GAINS you get from CALLAWAY "LENO" (open mesh) and CALLAWAY "PLAIN" (close mesh) COTTON NETS:

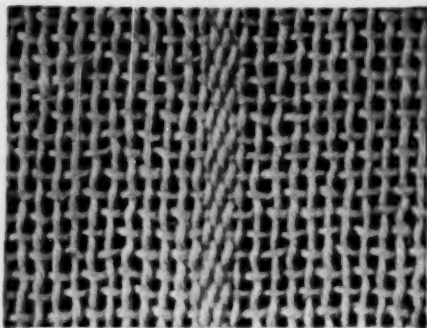
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- Products of pioneers in high quality net manufacturing



Contact your Callaway representative for further net details. Also for cover cloth, duck, apron duck, double-faced felt, double-filled paddings and Callaway's asbestos assembly.



**LENO—Open mesh net—reinforced**



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24 fact-filled pages of information and pictures for you on the advantages of stainless steel in laundry equipment—free on request.

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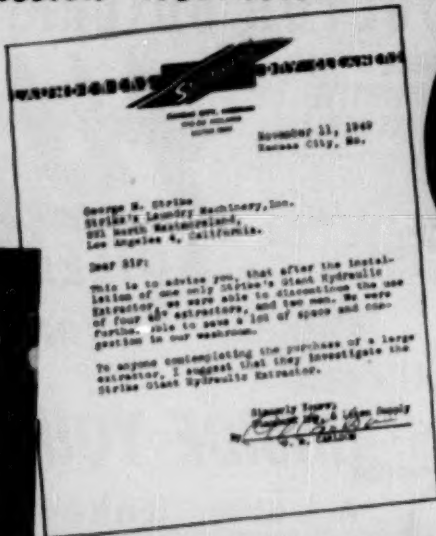
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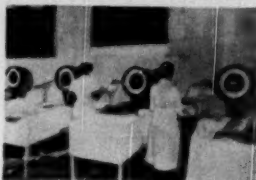


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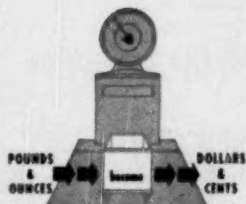


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Guard Costs with  
**TOLEDO**  
All the Way

Errors made at the scale stay wrong forever. There is no chance to recheck, either because the laundry has been delivered to the customer or has proceeded to other steps in the laundering process. Weigh it right with Toledo Printweigh for accurate weights accurately recorded!

For heat transfer  
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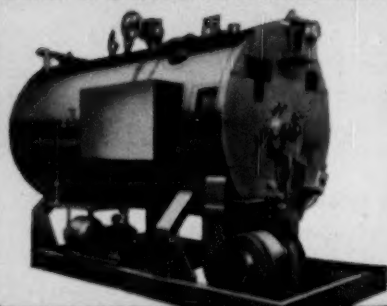
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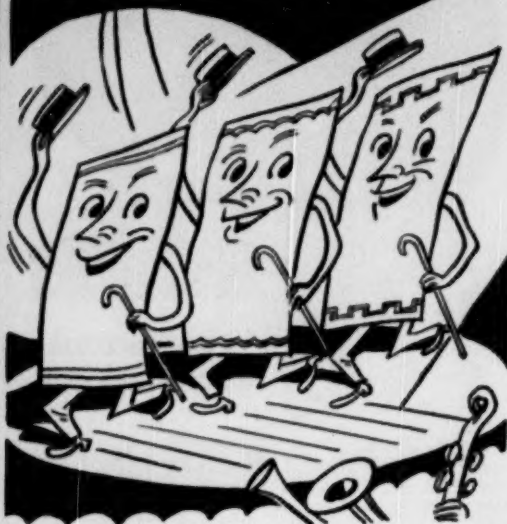
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- Provides Faster Output
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- Saves Labor, Fuel

"150% increase in speed of bedspread ironing"

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"27% fuel savings"—Mount Washington Hotel, Bretton Woods, N. H.

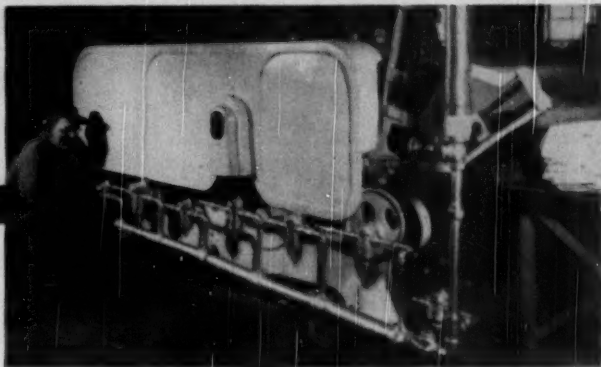
"\$800 per year saved"—Norwalk General Hospital, Norwalk, Conn.

...These are everyday reports on Armstrong Steam Trap installations — reports that show how hotter machines, faster heat-up and more output per labor hour result from trapping each piece of steam equipment with Armstrongs — top performance that means real ability to handle peak loads easily.

These are benefits that mean more and better work at LOWER COST. Your nearby Armstrong Representative or jobber will be glad to quote on the traps you need now.



**ARMSTRONG STEAM TRAPS**  
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How Armstrong Unit Trapping works is fully explained in Bulletin 193. Sizes and prices, best installation practices, selecting correct sizes and other helpful data showing how to cut costs and improve steam equipment efficiency are included here.

*Iron Out Production Bottlenecks*

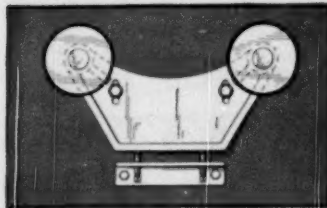
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Leaf Bearings relieve the load stress by supporting the front end of cylinders ... saving the back bearing and the motor. Easily adjustable.



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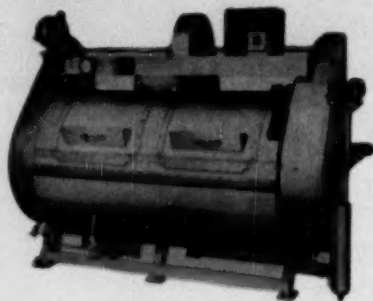
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- ★ Available in Stainless Steel or Wood in Any Size required.
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- ★ Ball Bearings throughout on all rotary parts.
- ★ Special Heavy Duty Adjustable Packing Glands.
- ★ Solution can't leak out through bearings.
- ★ Safety Door Switch.
- ★ Heavy Duty type motors for reversing washer service.
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- ★ Heavy Duty All Metal Washers with Maple Unloading Shelves.
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**H**EAVILY soiled, grease-soaked work clothes such as overalls, jumpers and the like, come out cleaner when you use Oakite Penetrant in the break.

Add a small quantity to your load and see how quickly . . . how thoroughly the fast wetting-out and deep penetrating action of Oakite Penetrant goes to work on grease, oil, grime and perspiration.

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replacement

use flexible

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For modern machines use **PRESTITE** — American **PRESTITE**® Connectors are specially designed for modern laundry and pressing machines. They are made with the same type of flexible seamless corrugated bronze tubing that we regularly furnish to the pressing machine manufacturers. No seams, joints, welds or packing. Practically no maintenance. Easy to install; no special tools required.

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From rubber to copper  
and to steel

Wherever connectors must move...

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You supply the Service... Your customers, the smile.

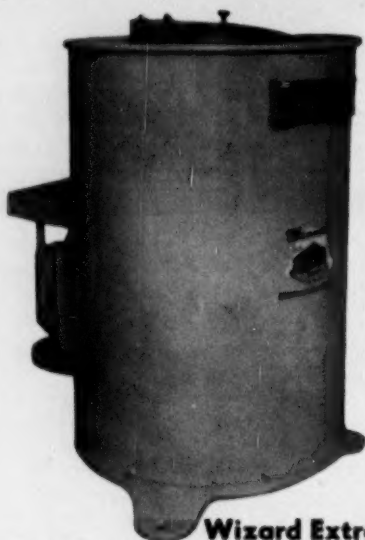
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Life promotes easy, economical laundering and when used as a water repellent or fabric conditioner helps curtail deep-seated soiling and stain. "Life" saves pressing time with its lubricating action—jamming and sticking on presses and rollers is eliminated.

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Hammond  
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35 lb Washer



Wizard Extractor

The Hammond T-Formation of laundry machines. These three machines offer—speedy performance—economical operation—smaller floor space—higher efficiency—more customer satisfaction. Many years of listening to YOUR suggestions have perfected these three machines. Now they mean MONEY in your pocket. The Hammond Steam Heated Tumbler, 35lb. Monel Washer and Wizard Extractor—Order Now.

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# Hammond

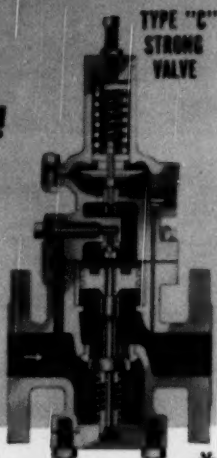
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Accurate  
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### FOR HEATING OR PROCESS JOBS:

...with intermittent or  
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is essential.

TYPE "C"  
STRONG  
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For positive control, use this **STRONG** single-seated, pilot-controlled valve!

Simple design, extra-heavy construction make **STRONG's** Type "C" regulating valve give trouble-free regulation. Semi-steel for pressures to 250 psi, 450° F.; cast steel to 600 psi, 750° F. With Anum-Met† seat and disc, this valve automatically adjusts itself to control the flow of steam, air or gas required to maintain reduced pressure.

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Features internal strainer, Anum-Met† seat and disc. Direct operated, of extra heavy semi-steel, this valve is suitable for pressures to 225 psi, 400° F.

**TYPE "K"**

\*Trade Mark Reg. U. S. Pat. Off.

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†ANUM-MET  
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No. 070 Small Trap



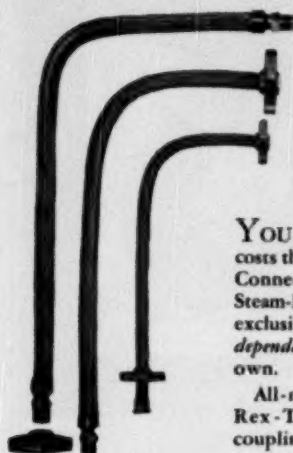
"SY" Strainer



800 Series Steel Trap

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YOU can trim press room maintenance costs the easy way with Steam-Flex Press Connectors. Top quality bronze used in Steam-Flex, plus corrugation-forming the exclusive CMH way, assures you of long, dependable life on every steam press you own.

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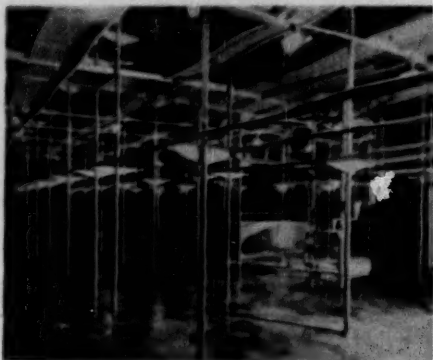
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PROPER ARRANGEMENT OF RACKS CAN HELP YOU GET THE MOST OUT OF AVAILABLE STORAGE SPACE



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Complete line of accessory and allied equipment available including Garment Trucks, Muff Racks, Rug Storage Racks, Packing Tables.

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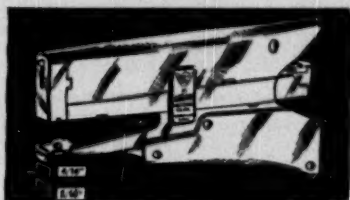
Maintain maximum employee efficiency—equip your hand trucks and other movable equipment with DARNELL Casters and Wheels—**SAVE MONEY** and eliminate that mid afternoon bogging down of production

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- All-steel construction with chrome finish
- Jam-proof, clog-proof
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- Takes ¼" and 5/16" staples
- Loads 150 staples

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- ★ 6 stock types available as shown.



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(Indicate purpose for which thermometers are required.)

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10 TIMES  
GREATER  
CAPACITY**

**—for your Water Softener  
with these Modern Zeolites!**

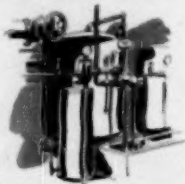
Know how to step up the capacity of your water softener? Permutit has made it easy . . . by developing zeolites that give up to 10 times greater capacity, up to 50% greater flow rate.

That's right . . . no costly modernization is needed. Just replace your softener's present mineral with one of Permutit's new high-capacity zeolites . . . that's all you do!

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—and save money!**

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**PUT IT**

**on the Record!**

The simplest, most convenient way of keeping a list of your customers, their addresses, the orders they send in, the amount they pay . . .

**THE NO. 39 CLEANERS & DYERS  
RECORD FORM**

Provides space for recording this necessary information with minimum effort. Whether your plant is large or small, whether you prefer a bound volume or loose-leaf type, your needs will be answered by one of these three editions:

**No. 39 SENIOR RECORD BOOK**  
—400 Pages (10,000 entries)  
Durably bound in heavy duck  
with leather covers . . . . . \$ 5.00

**No. 39 JUNIOR RECORD BOOK**  
—48 Pages (1,200 entries)  
Board covers, marbled  
binding . . . . . 1.00

**LOOSE LEAF BINDER . . . . . 5.00**  
**LOOSE LEAF SHEETS: 100 . . . 2.50**  
**250 . . . 5.00**  
**ALL PRICES**  
**PREPAID 500 . . . 9.00**  
**1000 . . . 15.00**

**Send orders with remittance to:**  
**NATIONAL CLEANER & DYER**  
**304 East 45th Street, New York 17, N. Y.**

## TANK TROUBLE?

### DO YOU HAVE IT?

Leaks that stop work or damage your plant can happen to you. We repair and cementize all kinds of tanks—metal or wood, oil or water, hot or cold, and filter or water softening tanks.

We remove all rust and scale, repair weak spots and holes, then apply a lining of CIMCO, placing the tank back in service within a few hours—and with a **GUARANTEE**.

Think of the time and Money this Saves over the purchase and installation of a new tank.

CIMCO—completely protects the metal against rust and corrosion.

(20,000 satisfied customers)

## FORD TANK MAINTENANCE COMPANY, INC.

715-717 East 136th St., New York 54, N. Y.

Gentlemen:

Send me complete details on CIMCO, with no obligation to me.

Name.....

Address.....

City.....

State.....

Zone.....

Tank Size and Type.....

Signed.....

S-950

# FLALON IS BACK ...better than ever

Remember FLALON—the DuPont Nylon-Flannel? A year or so ago, despite the spectacular success it met with as an improvement over cotton flannel in laundries and cleaning plants, production difficulties forced its removal from the market.

It's back now—and better than ever in a new weave called **HIGH PILE FLALON**—a full 1" deep pile of fluffy crimped fibers with greater porosity and complete resistance to starch accumulation.

Now, after exhaustive tests, **HIGH PILE FLALON** is here to stay—and the reports of its effectiveness astound even us.

Antiseptic Laundry, Chicago, writes: "I have very encouraging reports for you regarding our tests of Nylon Flannel (FLALON) of the past 3 months. Using one piece, pile down, we have had 7 weeks of uninterrupted production on a collar and cuff press. We produced 10,500 shirts with 4 lays on each sleeve or 42,000 lays without burning, packing down or accumulating starch in FLALON. I am very fussy about the quality of work at Antiseptic Laundry but FLALON meets my severest demands and is far cheaper than Cotton Flannel."

A large Joliet Laundry reports excellent results with FLALON on an American Tiltor Unit. Laundries the country over pour in praise for the properties and performance of FLALON—claiming weeks without starch accumulation, claiming 7 weeks to 3 months and more of satisfactory service, claiming astonishing results on the most difficult laundry tasks such as collars and cuffs, nurses' uniforms, etc.

For your pressing problems—to reduce maintenance time, to reduce padding costs, to increase speed, to eliminate starch accumulation—you have a thrilling surprise coming the first time you put new **HIGH PILE FLALON** on your presses and ironers.

## TODAY JOBBERS

Ask your jobber or write for name of nearest jobber.

several territories are still available. Write today—first come, first served.

## BURGESS-BERLINER ASSOCIATES ST. CHARLES, ILLINOIS

Sole Distributors of **HIGH PILE FLALON** for  
H. L. Baumgardner Corp. Manufacturers,  
737 N. Michigan Ave., Chicago 11, Ill.

THE ANSWER TO SPORT SHIRT PACKAGING!

TIME SAVERS' NEW  
*"Sport-Ster"*FOLDING  
DEVICE

PAT. PEND.

Model "A"  
\$34.50Model "B"  
\$27.50

- SIMPLIFIES SPORT SHIRT FOLDING
- GIVES UNIFORM FOLD AT HI-SPEED
- SAVES PACKAGING COSTS... using ordinary 19" shirt bands and 6" shirt board!
- \$1000 WORTH OF VALUE... pays for itself in 4 weeks!

AVAILABLE IN TWO MODELS

MODEL "A"

Mounted on plywood; to be used independently of fold-  
ing table..... **\$34.50**

MODEL "B"

For attachment to most folding tables, using the existing metal leaf and spring clamp. Lifts out of the way for regular **\$27.50**  
shirt folding.....

(Prices F.O.B. Montclair, N. J.)

Order Your "Sportster" Today  
Through Your Local Distributor!

TIME SAVERS

83-99 Walnut St. • Montclair, N. J.

Keeps your finishing machines  
at top-efficiency5 1/4 oz.  
Jumbo Tube**New Product Cleans Pressing and  
Ironing Surfaces while Metal is Hot!**

EZ-OFF removes scorch soil, starch, foreign materials from irons, sleeves, puffers, all metal pressing and ironing surfaces.

Simply wipe it on and wipe it off. Works like magic.

Cleans while machines are in use and metal is HOT. No waiting for equipment to cool.

Provides smooth, slick finishing surfaces. Prevents collection of sticky residues.

Entirely safe for metals, fabrics and skin. Non-inflammable.

One carton of 6 Jumbo tubes of EZ-OFF

\$4.00 (Single tube—\$1.00)

Order today—*from* your jobber**BOSTON CLIP AND TAG CO.**

179 Atlantic Ave., Boston 10, Mass.

LITTLE

A revolutionary WATER  
SPRAY GUN developed  
for use by LAUNDRIES,  
Dry Cleaners.**GIANT  
WATER *Spray*  
GUN.....\$8.50**

F. O. B.

After many years of experimenting and testing in the field we have eliminated many troublesome parts and incorporated these outstanding features.

Non-Corrosive; All brass—nickel plated. Non-Drip.

Small parts eliminated.

Light weight gun 3 oz., Hose 5 oz.

Operates on any pressure from 40-150 lbs., without adjustment.

Priced so that it doesn't pay to keep spending money repairing that old out-dated gun. Buy with confidence.

Consult Your Jobber or

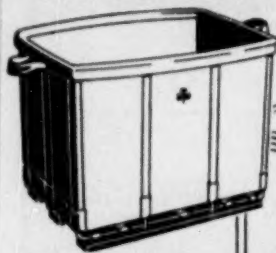
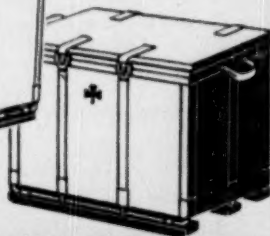
**STEBBINS MFG.**  
and SUPPLY COMPANY

1735 Blake Street

Denver 2, Colorado

takes more to make a  
**SHAMROCK**  
...but they wear...and WEAR!

Canvas Baskets, Hampers, Trucks

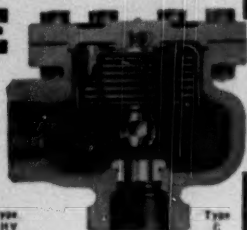
Made in standard  
sizes or in special  
sizes to meet your  
needs.Write for complete catalog  
**MEESE, INC.**1946 Madison St.  
Madison, Indiana



SAVE TIME - - - Nicholson Steam Traps Require

## NO CHANGE of Valve or Seat

0 to 225 Lbs.



Nicholson steam traps save the time and trouble of adjusting valves for varying pressures. This feature sub-

stantially speeds maintenance and production. Operating on the lowest temperature differential, and with 2 to 6 times average drainage capacity, Nicholson traps also feature faster action. This is effecting striking savings in fuel and heat-up time for many operators. Let us send you information on how Nicholson traps are now enabling plants to heat up ironers, presses, etc., in 15 minutes. 5 types for every application. Size 1/4" to 2"; press. to 225 lbs. BULLETIN 450.

**W. H. NICHOLSON & CO.**

185 Oregon St.  
Wilkes-Barre, Pa.

Valves • Traps • Steam Specialties

## Always A Hit! CLIPPER-LACED

### FEED RIBBONS

CLIPPER LACED Ribbons are made from an especially close woven 5.60 Yape with cemented ends joined by 225 Hooks (Not recommended for Asher, Royale and Tray Cylinder Type Ironers).



Manufactured By:  
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NEW YORK 7, N. Y.

233 Broadway

Phone Beckman 5-9260

LOS ANGELES 7, CAL.

5740 S. Broadway

Phone Adams 0404

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## Straight Line Production With B&G CONVEYOR SYSTEMS

• Assembly Circuits

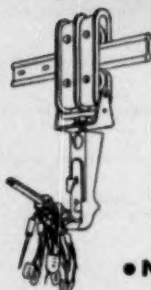
• Monorail Systems

• Belt Conveyors

• Go-Back  
Conveyors

• Speed Rail  
Units

• Net Conveyors



WRITE TODAY for free copy of  
our illustrated folder "EXPRESS LINE  
CONVEYORS"

**B & G MACHINERY COMPANY**

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## SPEARE'S BLUES



— insure clothes harmony  
in your wash loads.

Original time-tested formulas guarantee  
**SPARKLING BRILLIANCE . . . COMPLETE  
RINSIBILITY . . . EVEN DISTRIBUTION and  
UNIFORM QUALITY.** Choose the blue best  
adapted to your particular needs.



**SOLBLUE . . . all purpose**

**SUNBEAM . . . non sour**

**SEABLUE . . . sour**

**HYWHITE . . . all purpose**

Order from your jobber, or direct Dept. S, 10

**LEWIS NATIONAL CORP.**

29 SLEEPER ST. BOSTON 10, MASS.

# Save time

CUT COSTS...  
BUILD GOODWILL

MEND WITH **FABRIT**



FabrIt does a permanent mending job that will withstand strong soap and repeated laundering and dry-cleaning. Just iron-it-on... no rough thread to chafe... available in 10 sun-fast tubfast colors. Contact your jobber or write for full details.



MADISON PRODUCTS CO., Toledo 2, Ohio

SAYS THE FAMOUS  
STADHAM COVER GIRL—  
"When It Comes To  
PRESS COVERS—  
Come To Stadham!"

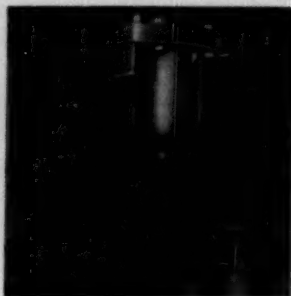
**STAD-SPUN D PRESS COVERS**  
All Nylon, non-slip! Soft as a handkerchief! Rugged as a tent! Ideal for dry cleaning presses! Unconditionally guaranteed 3 full months on Dry-Cleaning Presses! ALSO FINE FOR LAUNDRY PRESSES!

**STAD-SPUN PRESS COVERS**  
Made of SPUN NYLON specially treated to insure longer wear. Non-slip surface guarantees better production and a finer finish. Made to fit every style and model of shirt and wearing apparel press.

PHONE, WIRE  
OR WRITE  
FOR NEAREST  
DISTRIBUTOR



## WRIGHT-AUSTIN AIR RELIEF TRAP FOR SOLVENT FILTERS



\* TIME SAVING

\* TROUBLE FREE

\* INCREASED FILTER EFFICIENCY

Solving an old problem which has plagued launderers for years, the WRIGHT-AUSTIN CO. offers an AIR RELIEF TRAP that automatically vents solvent filters. When filling or operating, no attention is required. No solvent is spilled through carelessness in leaving a vent valve open.

A strainer is necessary to prevent filter powder from clogging the trap. Air Relief Trap and Strainer can be shipped from stock, with screwed-connection.

Air Trap and Strainer combination . . . . . **\$14.95**

F.O.B. Detroit, Mich.

We also manufacture a complete line of Steam Traps,  
Steam Separators & Boiler Trimmings

### WRIGHT-AUSTIN CO.

1849 WIGHT STREET  
DETROIT 7, MICHIGAN

## SYNDICATE Advertising Service

WRITE FOR FREE SAMPLE

—If you advertise in newspapers you should see the

### LAUNDRY AND CLEANERS MAT SERVICE

This service gives you mats of illustrations drawn by leading artists. Each issue is carefully merchandised to cover seasonal promotions, with well written copy and layouts.

Plenty of hand-lettered headings and borders, as well as small "spot" cuts and photos!

If you are ready to advertise for increased business, this service can be useful to you.

Executives may write today for free samples, on your company letter-head, and state your title.

(Because of the large cost of each sample, letters from individuals and postpaid requests cannot be answered)

COMPANY .....

NAME .....

CITY .....

Mail to **VINCENT EDWARDS & CO.**

World's largest advertising service organization

342 Madison Avenue

New York City



For Over 25 Years the  
DEPENDABLE FAVORITE of  
Wise Laundrymen

# LONGBOY

★  
*The Finest Cotton  
Laundry Net Made!*

Manufactured by  
the Makers of  
**PLASTYLON**  
NYLON

Laundry Nets and  
Press Covers and Pads  
"Scientifically Plastized"

"LOOK FOR THE  
**GOLD STRIPE**"

Test Longboy in your plant—check  
its longer life and greater strength by  
the easy-to-identify Gold Stripe.

**CARSON TEXTILE CO., INC.**

One Porter Street • Philadelphia 48, Pa.

Sold by Leading Jobbers  
in All Territories

**TROUBLE  
MAY BE  
ONLY  
1 FOOT AWAY**



Look out for trouble from  
cracked, broken floors. Repai-  
r them with **CLEVE-O-CEMENT**.

Cleve-O-Cement patches  
broken, rutted floors quickly  
and easily. Anyone can apply  
it. Dries rock-hard overnight.  
Becomes 28 times harder than  
ordinary cement. Adheres perfectly to surrounding floor. Unaffected  
by heat, cold, live steam, water, oil, grease and most acids. Can be  
applied over damp floors. Designed especially for cold rooms, re-  
frigerators, food and meat packing plants, dairies and ice cream  
plants, laundries and bottling plants, cold rooms and refrigerators  
—any floor that remains damp and moist stand hard wear.

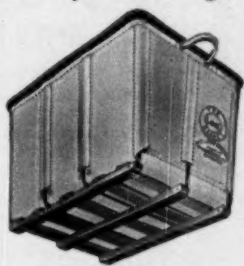
Your supply house can furnish promptly, or  
send for Illustrated Bulletin and Free Test Offer.

**THE MIDLAND PAINT & VARNISH CO.**

9123 BENO AVE.

CLEVELAND 5, OHIO

why load down the help  
with pounds of dead weight when



Style 45  
Plant, Delivery Truck and Flat Work Type

**LANE**  
*Canvas Baskets*

are  
so light to handle  
yet  
so strong—so long lived.  
Stocked from coast to coast.

Ask your supply-man.  
**W. T. LANE & BROS., Inc.**  
Manufacturers  
Poughkeepsie, N. Y.

Save Time and Labor  
**HANDI 2-IN-1**  
*Bundle and Garment Rack*



Quicker, safe loading  
from wrapping tables  
to trucks. Holds 500  
lbs. of laundry, 20-30  
drycleaned garments.

**\$64<sup>50</sup>**

F. O. B. Milwaukee

Movable shelves swing  
up to make room for gar-  
ments. All-steel construc-  
tion, sturdy "roll-easy"  
casters. Built-in hanger  
bar. Shipping wt. 150 lbs.  
Write for quantity dis-  
counts and information.

**THE SPEARE CO.**

2235 S. Ford Ave. • Chicago, Illinois







## ROSS FEDERAL asked:

"What magazine do you read regularly?"

*In answering this question, more laundrymen reported regular readership of STARCHROOM than of any other industry publication.*

### This chart shows relative regular readership:



The tabulation below, besides supporting the above chart, reveals in detail STARCHROOM'S leadership in readership in every geographical area, but one:

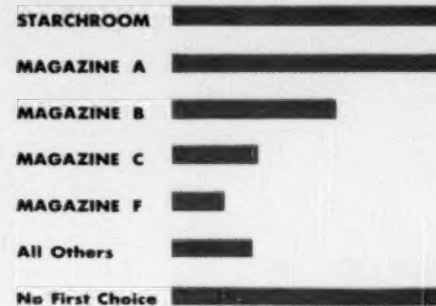
	Starchroom	Magazine								All	Read None	Total
	Laundry Journal	A	B	C	D	E	F	G	Other	Regularly	Respondents	
	%	%	%	%	%	%	%	%	%	%	No.	%
TOTAL	73.7	63.7	39.2	13.8	15.4	9.8	8.1	4.6	10.0	7.5	521	100.0
New England	82.1	82.1	43.6	2.6	15.4	17.9	2.6	—	2.6	5.1	39	100.0
Mid-Atlantic	70.7	84.0	30.7	—	12.0	8.0	—	—	9.3	4.0	75	100.0
South Atlantic	75.0	58.3	27.4	41.7	17.9	14.3	1.2	8.3	11.9	7.1	84	100.0
East North Central	79.4	68.6	56.9	—	16.7	2.9	1.0	1.0	3.9	4.9	102	100.0
East South Central	71.8	56.4	28.2	59.0	23.1	10.3	—	7.7	15.4	2.6	39	100.0
West North Central	70.0	52.0	42.0	—	14.0	4.0	2.0	4.0	8.0	18.0	50	100.0
West South Central	61.4	52.6	54.4	19.3	14.0	12.3	—	8.8	26.4	10.5	57	100.0
Mountain	87.5	62.5	45.8	—	16.7	12.5	25.0	4.2	—	8.3	24	100.0
Pacific	70.6	49.0	17.6	3.9	9.8	13.7	62.7	9.8	9.8	9.8	51	100.0

## ROSS FEDERAL asked:

"If you could have  
tions you read regula

### WHICH ONE WOULD

### This chart shows relative f



The tabulation  
chart above  
ference for S

	Starchroom Laundry Journal		Magazine	
	A	B	A	B
TOTAL	34.9	16.5	9.2	
GEOGRAPHIC AREA				
New England	43.6	25.7	5.1	
Mid-Atlantic	30.7	29.3	12.0	
South Atlantic	36.9	10.7	7.1	
East North Central	30.4	18.6	15.7	
East South Central	33.3	10.3	2.6	
West North Central	44.0	14.0	—	
West South Central	29.8	8.8	14.0	
Mountain	50.0	12.5	12.5	
Pacific	31.4	13.7	5.9	

ed:  
ve only one of the publica-  
regularly,

## ULD YOU CHOOSE?"

In answer to this question, respondents favored STARCHROOM by more than two to one over the nearest second paper.

e first choice preferences:

ulation below shows figures supporting the  
bove—plus complete details illustrating the pref-  
for STARCHROOM in every geographical area:

Magazine	C	F	All Other Pub- lications	No First Choice	Don't Read Any	Total Respondents	
%	%	%	%	%	%	No.	%
2	4.6	2.7	4.6	20.0	7.5	521	100.0
1	—	—	5.1	15.4	5.1	39	100.0
0	—	—	2.7	21.3	4.0	75	100.0
1	20.3	—	3.6	14.3	7.1	84	100.0
7	—	—	2.9	27.5	4.9	102	100.0
6	15.3	—	10.3	25.6	2.6	39	100.0
—	—	—	4.0	20.0	18.0	50	100.0
0	1.8	—	8.8	26.3	10.5	57	100.0
5	—	—	—	16.7	8.3	24	100.0
9	—	27.4	5.9	5.9	9.8	51	100.0

## FIRST in readership



## FIRST in preference

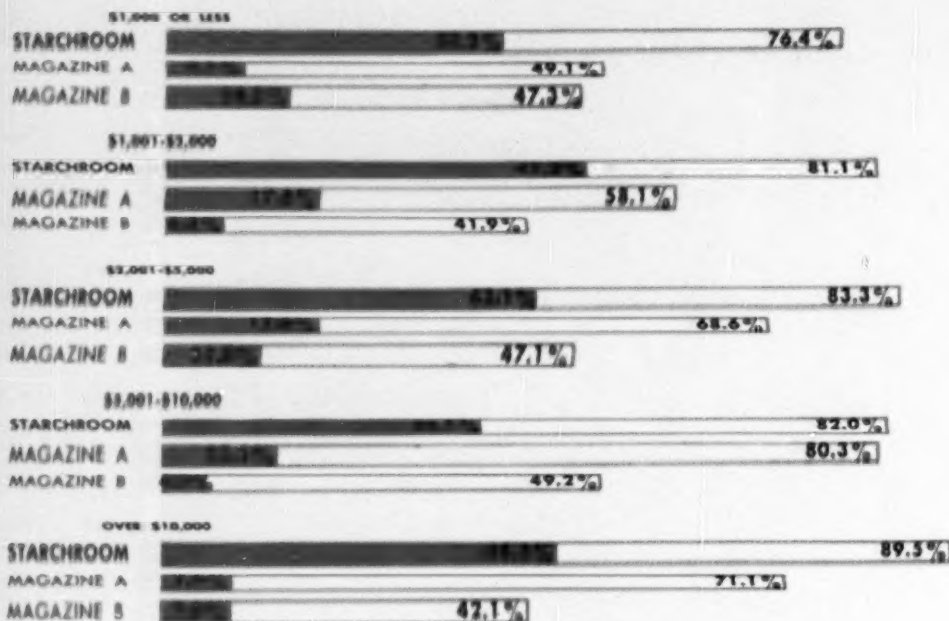
STARCHROOM'S leadership again is confirmed  
by brand new survey of reading habits of  
laundry executives.

Ross Federal Research Corporation, nationally-known independent market research organization, completes study among cross-section comprising 16% of membership of AMERICAN INSTITUTE OF LAUNDERING.

Pull out this sheet for full details of this report.

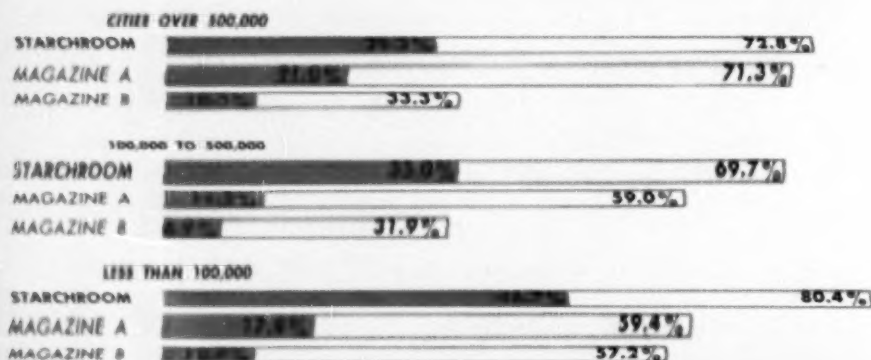
**PULL OUT** ➔

**STARCHROOM leads in readership and first choice preference in each classification by weekly sales volume.**



Percentages of readership (represented by the entire line) and preference (shaded portion) are to total respondents in each sales volume classification.

**STARCHROOM leads in readership and first choice preference in each classification by city size.**



Percentages of readership (represented by the entire line) and preference (shaded portions) are to total respondents within each city-size classification.

## ROSS FEDERAL asked launch STARCHROOM as their first

**"WOULD YOU STATE THE PRINCIPAL REASONS FOR CHOOSING THAT PUBLICATION"**

### Comments:

- "Have read it for many years; used to it."
- "More reading matter and plant write-ups."
- "Seem to say more with pictures and charts."
- "More all-around coverage of industry in this Guidebook issue."
- "Bright, clear print and pictures."
- "More information and better presentations."
- "Covers more actual trade items; gives full coverage of book is valuable."
- "More interesting articles with new ideas."
- "More stories and information that appeal to me."
- "They tell me how to solve little problems that and the articles fit my needs best."
- "Am more accustomed to it."
- "Of all the magazines I take, we get more ideas."
- "I know editor Wayne Wilson. Very aggressive country, has meetings and gives us a great ideas," etc.
- "Oldest, best known. Plenty of information on."
- "It deals more pointedly with our business."
- "Have a friend who writes a column—it's very Bellow—writes up something about clever plants he visits. Publication has more than others."
- "Articles very informative. Get good ideas from we adopt in ours."
- "The articles are written up in a very interesting the point."
- "More information that is right down to facts. wide."
- "More suggestions, more production articles, more tion."
- "Enjoy articles more for some reason."

Following opinions are a consolidation of opinions of individuals choosing STARCHROOM LAUNDRY JOURNAL as their first publication. The following are principal reasons and percentage of comments on

### REASONS FOR FIRST CHOICE

- "More practical information on the industry."
- "Best all-around coverage of the industry."
- "Generally more alert, progressive."
- "Easier to read—more attractive and readable."
- "Better qualified editors and writers."
- "Technically more reliable and accurate."
- "More worthwhile editorials."
- "Miscellaneous other reasons."
- "No reason given."

NOTE: Percents add to more than 100%.

## dry executives naming first choice:

### PRINCIPAL REASON THAT MAKES YOU SELECT FOR YOUR FIRST CHOICE?"

	Weekly Sales Volume	State
to it."	5,001-10,000	District of Columbia
ups."	2,001- 5,000	New Jersey
harts."	5,001-10,000	New York
in this area."	1,001- 2,000	Kentucky
	5,001-10,000	Utah
	501- 1,000	Florida
ations."	1,001- 2,000	Texas
full account and their year	Refused	Texas
ss."	5,001-10,000	Tennessee
al to me in this publication."	Refused	Georgia
oes that one runs up against	2,001- 5,000	Colorado
	1,001- 2,000	Connecticut
ore ideas from this one."	501- 1,000	Texas
gressive fellow. Goes around		
a great deal of interesting	Over 10,000	Rhode Island
on an equipment."	Refused	Illinois
est."	Refused	Pennsylvania
—It's very simple. He is low		
clever gadgets he sees in	5,001-10,000	Missouri
re slant on production than	Refused	Maryland
as from other plants which		
interesting manner and are to	Refused	Pennsylvania
facts. Its coverage is nation-		
Refused	Oregon	
ies, more detailed informa-	2,001- 5,000	California
	Over 10,000	Minnesota

of all laundry execu-  
as first choice, show-  
ts on each:

	PERCENT
on day-to-day problems."	45.6
the industry."	44.5
essive, up-to-date."	17.6
tive arrangement."	12.6
writers."	9.9
nd accurate."	8.8
	8.2
	14.1
	8.8

more than 100 because of multiple answers.

## how ROSS FEDERAL conducted the survey:

This survey was conducted by a combination of mail and telephone interviews among a sample of members of the American Institute of Laundering.

The 1947 membership roster of the Institute was used in the preparation of the basic sample. The list was first divided into units of five concerns each. In each of these units of five, the first, third and fifth names were drawn to make up the sample. In other words, the starting sample totaled 60% of the roster. Altogether, 1932 names were drawn in this manner.

Questionnaires were mailed to each of the concerns so selected. They were directed to the owner or president of the concern, as listed in the Institute roster. The questionnaire, letter and reply envelope were sent out under the Ross Federal Research Corporation name. No magazine was mentioned in any way in any of the material sent to the respondents.

After a lapse of three weeks from the date the last part of the mailing was made, a sample of non-respondents was drawn, stratified by geographic area. Telephone interviews were conducted with these individuals by members of the national field staff of Ross Federal.

Field interviewers were given no hint regarding the sponsorship of the study and thus were unable, consciously or unconsciously, to influence the respondents in any way.

By this combination of methods, a total of 521 interviews were completed, of which 347 were made by telephone, 174 by mail.

The resulting sample, compared with the actual distribution of the Institute membership by geographic area, is shown below:

Geographic Area	Distribution of Institute Members	Distribution of 1950 Survey Sample
New England	10.5%	7.5%
Mid-Atlantic	15.0	14.4
South Atlantic	15.1	16.1
East North Central	19.4	19.6
East South Central	4.6	7.5
West North Central	9.8	9.6
West South Central	9.5	10.9
Mountain	4.6	4.6
Pacific	8.6	9.8
Total U. S.	100.0%	100.0% (521)

It will be seen that both the sample and the universe (actual membership distribution) agree fairly closely. Thus the cross-section appears sufficiently sound to provide reasonably reliable data about the industry, as represented by Institute members.

## findings in brief

The following quotes the Ross Federal Research Corporation's report accompanying the tabulations on these pages:

1. OVERALL MAGAZINE READING BY LAUNDRY EXECUTIVES APPEARS TO HAVE DECREASED BY APPROXIMATELY 20% DURING THE PAST TWO YEARS.

Using as a gauge the number of magazines read regularly by each of the respondents, the average number of magazines read by executives participating in this study is 2.38. This compares with an average of 2.98 found in the 1948 study. The percentage drop in number of magazines read amounts to 20.1%.

Although it is perfectly possible that minor differences in survey techniques and in the type of individuals reached in the two studies may have contributed in some measure to these differences in averages, the drop is too pronounced to be simply a matter of chance.

2. IN THE FACE OF THIS OVERALL DECLINE IN MAGAZINE READERSHIP, STARCHROOM LAUNDRY JOURNAL HAS HELD ITS OWN BETTER THAN OTHER PUBLICATIONS.

Indicative of the strong reader appeal enjoyed by STARCHROOM LAUNDRY JOURNAL is the fact that, while readership of the JOURNAL has declined along with that of all other publications, its decline has not been as precipitous.

While readership of all publications has dropped off 20% in the past two years, overall regular readership of the JOURNAL (STARCHROOM) has only dropped 10.7%.

The next most widely read publication has lost about 16.5% of its 1948 regular readership.

It should be pointed out here that readership and circulation are two different things. This study measured regular readership—not whether or not a magazine was received (free or paid).

3. IN THE MATTER OF PREFERENCE FOR ONE MAGAZINE OVER OTHERS, STARCHROOM LAUNDRY JOURNAL HAS SUBSTANTIALLY INCREASED ITS MARGIN OVER THE REST OF THE FIELD DURING THE PAST TWO YEARS.

Using as a gauge the margin enjoyed by STARCHROOM LAUNDRY JOURNAL over its leading competitor—

In 1948, STARCHROOM had an edge over the second paper for "First Choice" of 55 to 45 percentagewise.

Today, STARCHROOM'S edge is 68 to 32.

No other publication in the field appears to be an important factor nationally.

4. THE POPULARITY OF STARCHROOM LAUNDRY JOURNAL AMONG THOSE WHO READ IT IS CONVINCINGLY SHOWN BY THE PROPORTION OF ITS READERS WHO NAME IT THEIR FIRST CHOICE MAGAZINE.

Among the 384 regular readers of STARCHROOM, a total of 182, or 47.4% of these regular readers named it their first choice.

This compares with a similar figure of 25.9% for the second paper.



# DIRECTORY SECTIONS

*of the Guidebook for the Laundry Industry*

## **CLASSIFIED DIRECTORY . . Page 206**

For ready reference to any or all manufacturers of laundry products turn to the alphabetical listing of supplies and equipment. In most instances products are listed under the noun—that is, "Starch, Corn" rather than "Corn Starch." This arrangement is followed consistently except where common usage has joined the two words; for instance, "Puff Irons" rather than "Irons, Puff." Although listings are planned to yield the desired heading immediately, the directory is thoroughly cross-indexed. Display advertisers are listed in bold face type. For further information and page number of their ads see Index to Advertisers opposite inside back cover.

## **TRADE NAMES . . . . . Page 258**

This alphabetical list will be of continuing value to the laundryowner who wishes to identify the manufacturers of the industry's trade name products.

## **MANUFACTURERS . . . . . Page 275**

Listed alphabetically here are laundry equipment and supply manufacturers together with their locations. Having found a firm name in either of the directories described above, use this list to determine where to address your correspondence.

## **LOCAL BUYERS' GUIDE . . . Page 283**

This geographical breakdown provides complete buying information. Here you will find the jobbers or the branch offices serving your community. On the basis of the information we have received, firm names followed by (E) are jobbers for equipment, firm names followed by (S) are jobbers for supplies, and firm names followed by (E & S) are jobbers for both equipment and supplies. Bold face type denotes display advertisers. Index to Advertisers opposite inside back cover will provide the page number where you can obtain a complete description of their products.

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# Classified Directory

## manufacturers of equipment and supplies used in the laundry industry . . .

### ABSORBERS, ODOR

Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
Davies-Young Soap Co.  
Eaton Chemical & Hygienic Co.

### ABSORBERS, VIBRATION

Chicago Metal Hose Corp.  
Edison-Pioneer Div., Bendix Aviation Corp.  
Johns-Manville  
Johnston Metal Hose, Inc.  
M B Mfg. Co.  
Packless Metal Products Corp.  
Raylinton-Manhattan, Inc.  
Salomon, L. A. & Bro.  
U. B. Rubber Co.

### ACCOUNTING MACHINES AND SYSTEMS

Burroughs Adding Machine Co.  
National Cash Register Co.  
Remick Corp.

### ACETATE ALUMINUM

See: Aluminum, Acetate

### ACETIC ACID

DuPont de Nemours, E. I., & Co., Inc.  
General Chemical Div., Allied Chemical & Dye Corp.  
Halsch Bleich Co.  
Mallinckrodt Chemical Works  
Patterson Laboratories, Inc.

### ACETONE

Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
DuPont de Nemours, E. I., & Co., Inc.  
Mallinckrodt Chemical Works

### ACID-RESISTING BUCKETS

See: Buckets and Pails, Acid-Resisting

### ACID-RESISTING HARD RUBBER FITTINGS

See: Fittings, Acid-Resisting, Hard Rubber

### ACID-RESISTING PAINT

See: Paints

### ACID-RESISTING PIPE

See: Pipe, Acid-Resisting, Alloy

### ACID-RESISTING TANKS

See: Tanks, Acid-Resisting

### ACIDS

See: Acetic Acid, Oxalic Acid

### ACTIVATED CARBON

Atlas Powder Co., Darco Dept.



REG. U. S. PAT. OFF.

### BLUE LABEL DARCO

Activated Carbon  
continuously adsorbs

Grease—color impurities—fatty acids  
—odors—and other impurities from  
your dry cleaning solvent.

**DARCO DEPARTMENT**  
**ATLAS POWDER COMPANY**  
Darco General Sales Offices  
60 E. 42nd St., New York 17, N. Y.

Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
DuPont de Nemours, E. I., & Co., Inc.  
Nigin Softener Corp.  
Infilon, Inc.  
Salomon, L. A. & Bro.  
Stover Water Softener Co.

### ADDING MACHINES

Allen, R. C., Business Machines, Inc.  
Burroughs Adding Machine Co.  
National Cash Register Co.

### ADDRESSING EQUIPMENT

Addressograph-Multigraph Corp.

### ADSORBENTS

See: Activated Carbon, Filter Powder

### ADVERTISING POSTERS

See: Posters

### AFTERCOOLERS

Ingersoll-Rand Co.  
Johnson Corp.  
Murray, D. J. Mfg. Co.  
Patterson-Kelley Co., Inc.  
Worthington Pump & Machinery Corp.

### AIR CLEANERS

Drino Industrial Corp.  
Wright-Austin Co.

### AIR COMPRESSORS

See: Compressors, Air

### AIR CONDITIONERS

Brunner Mfg. Co.  
Carl, Chas. W., Sons  
Carrier Corp.  
Chrysler Corp., Airtemp Div.  
Clange Fan Co.  
Cone Engineering Corp.  
Fairbanks, Morse & Co.  
Frigidaire Div., General Motors Corp.  
General Electric Co.  
Kelvinator Div., Nash-Kelvinator Corp.  
Murray, D. J. Mfg. Co.  
Petroleum Heat & Power Co.  
Reliable Fur Storage Equipment Co., Div. Re-  
frigerate Machine Works, Inc.  
Trane Co.  
Young Radiator Co.  
Worthington Pump & Machinery Corp.

### AIR COOLERS

See: Coolers, Oil, Water, Air

### AIR ELIMINATORS

Armstrong Machine Works  
Barco Co., Inc.  
Wright-Austin Co.

### AIR FILTERS

Drino Industrial Corp.  
Haertel, Walter, Co.  
Hays & MacDonald, Inc.  
Master Products Co.  
Mine Safety Appliances Co.  
Owens-Corning Fiberglas Corp.  
Strong, Carlisle & Hammond Co.

### AIR GAUGES

See: Gauges, Air

### AIR HEATERS

See: Heaters, Air

### AIR METERS

See: Meters, Air

### AIR SEPARATORS

Binks Mfg. Co.  
Clark Mfg. Co.  
De Vilbiss Co.  
Johnson Corp.  
Kays & MacDonald, Inc.  
Keebler, O. C. Co.  
Levitt Machine Co.  
Strong, Carlisle & Hammond Co.  
Wright-Austin Co.

### AIR TANKS

See: Tanks, Air

### AIR TRAPS

Anderson, V. D. Co.  
Armstrong Machine Works  
Binks Mfg. Co.  
Clark Mfg. Co.  
Kays & MacDonald, Inc.  
Keebler, O. C. Co.  
Barco Co., Inc.  
Squires, C. E. Co.  
Sterling Engineering & Mfg. Corp. (Templeton  
Mfg. Co.)  
Strong, Carlisle & Hammond Co.  
Wright-Austin Co.

### AIR VACUUM SYSTEMS, PRESSES

See: Vacuum Systems, Presses

### ALARMS, HIGH AND LOW WATER

Campbell, J. A. Co.  
Combustion Control Corp.  
Cutler-Hammer, Inc.  
Johnson Corp.  
Kisco Boiler & Engineering Co.  
McDonnell & Miller, Inc.  
Northern Equipment Co.  
Schaub, Fred H., Engineering Co., Inc.  
Sterling, Inc.  
U. S. Gauge Div., American Machine & Metals,  
Inc.  
Wright-Austin Co.  
Yarnall-Waring Co.

### ALARMS, SIGNAL

H & G Machinery Co.  
Campbell, J. A. Co.  
Huebsch Div., American Laundry Ma-  
chinery Co.  
Lewis Co.  
McDonnell & Miller, Inc.  
Norman & Co.  
Photovitch, Inc.  
Rosenthal Mfg. Co.  
Sterling, Inc.  
U. S. Gauge Div., American Machine & Metals,  
Inc.  
Wright-Austin Co.

### ALCOHOL

Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
DuPont de Nemours, E. I., & Co., Inc.  
Patterson Laboratories, Inc.

### ALKALI COMPOUNDS, SPECIAL

Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
Carlisle Chemical Co., Inc.  
Carman & Co., Inc.

## Cowles Chemical Co.

**Cowles LAUNDRY PRODUCTS**

THE QUALITY LINE OF WASHROOM DETERGENTS

Good Washing Wins Good Will

BUT FROM YOUR CLOSET DISTRIBUTOR

**ESCOLITE**  
NEW ESCOLOID  
**ESCOL 77**  
DESOIL  
SOILSORS  
**ESCOMO BLUE**  
**ESCOFOS**  
**CHLORESO**

**COWLES CHEMICAL COMPANY**  
CLEVELAND 3, OHIO

Delray School of Spotting Instructions  
Diamond Alkali Co.  
Dow Chemical Co.  
Drew, E. F. & Co., Inc.  
DuPont de Nemours, E. I. & Co., Inc.  
General Chemical Div., Allied Chemical & Dye Corp.  
Kelite Products, Inc.  
Kona Laboratories  
Kohnstamm, H. & Co., Inc.  
Lewis National Corp.  
National Milling & Chemical Co.  
North Coast Chemical & Soap Works  
Pennsylvania Salt Mfg. Co.  
Philadelphia Quarts Co.  
Pittsburgh Plate Glass Co., Columbia Chemical Div.  
Robins, G. S. & Co.  
Solvay Sales Div., Allied Chemical & Dye Corp.  
Spears Co.  
Stadham Co., Inc.  
Stauffer Chemical Co.  
Swift & Co.  
Theobald Industries  
Thompson-Hayward Chemical Co.  
Turco Products, Inc.  
Van Chemical Co.  
Washine National Sands, Inc.

**Washine**

**LAUNDRY DETERGENTS**

Long Island City—STUWELL 4-0500

## Wyandotte Chemicals Corp.

## ALKALI-RESISTING PAINT

See: Paint

## ALUMINUM ACETATE

DuPont de Nemours, E. I. & Co., Inc.  
Mallinckrodt Chemical Works  
Wolf, Jacques, & Co.

## ALUMINUM CASTINGS

See: Castings, Brass, Bronze and Aluminum

## ALUMINUM PAINT

See: Paint

## ALUMINUM PIN CARRIERS

See: Pin Carriers

## AMMONIA

Dow Chemical Co.  
DuPont de Nemours, E. I. & Co., Inc.  
General Chemical Div., Allied Chemical & Dye Corp.  
Hochel Bleich Co.  
Hood Chemical Co., Inc., Crescent Div.  
Mallinckrodt Chemical Works  
Matheson Chemical Corp.  
North Coast Chemical & Soap Works  
Patterson Laboratories, Inc.  
Pennsylvania Salt Mfg. Co.

## AMMONIUM ACID FLUORIDE

See: Brines

## ANGLE VALVES

See: Valves, Angle

## ANILINE DYES

See: Dyes

## ANTISEPTICS

Alrose Chemical Co.  
Carman & Co., Inc.  
Drew, E. F. & Co., Inc.  
DuPont de Nemours, E. I. & Co., Inc.  
Fairfield Laboratories  
General Dyestuff Corp.  
Germaclean, Inc.  
Huntington Laboratories, Inc.  
Mallinckrodt Chemical Works  
Perm-Aseptie Corp.

## Perm-Aseptie &amp; Moth-Aseptie

A germ resistant, mildewproof  
deodorant and disinfectant that  
mothproofs. Write for brochure.**PERM-ASEPTIC CORPORATION**  
434 Waverly Ave., Mamaroneck, N. Y.

## APRON LACERS, LAUNDRY

See: Lacers, Laundry Apron

## APRONLESS IRONERS

See: Ironers, Apronless

## APRONS, ALLIGATOR LACED

Benwall Mfg. Co.  
Carman & Co., Inc.  
Carson Textile Co., Inc.  
Fatek & Co.

## APRONS, CANVAS OR DUCK

American Associated Cos.  
Benne Bro. Bag Co.  
Benwall Mfg. Co.  
Bostwick-Batterton Co.  
Callaway Mills, Inc.  
Canvas Specialty Co.  
Carman & Co., Inc.  
Carson Textile Co., Inc.  
Colorado Tent & Awning Co.  
Fry Bros. Co.  
Hestrick Mfg. Co.  
Industrial Products Co.  
Kohnstamm, H. & Co., Inc.  
Lanning Bag & Specialty Co.  
Lewis National Corp.  
Manitowoc Cotton Goods Mfg. Co.  
Fatek & Co.  
Robins, G. S. & Co.  
Southern Mills, Inc.  
Stadham Co., Inc.  
Stoffen Canvas Products  
Sterling Supply Corp.  
Superior Products Co.  
Tingus, Brown & Co.  
Troy Bumshe Co.  
Wagner Awning & Mfg. Co.  
Whitman Supply Co., Inc.

## APRONS, CLIPPER LACED

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Carman & Co., Inc.  
Carson Textile Co., Inc.  
Colorado Tent & Awning Co.  
Fry Bros. Co.  
Hestrick Mfg. Co.  
Kohnstamm, H. & Co., Inc.  
Lally, R., Co.

514-28 Kodak Street

**CLIPPER  
LACED****APRONS—  
RIBBONS**

Evanston, Illinois

Lewis National Corp.  
Fatek & Co.  
Pittsburgh Waterproof Co.  
Robins, G. S. & Co.  
Spears Co.  
Stadham Co., Inc.  
Sterling Supply Corp.  
Superior Products Co.Thompson-Hayward Chemical Co.  
Tingus, Brown & Co.  
Whitman Supply Co., Inc.

## APRONS, WASHROOM

Dunlap, C. R., Inc.  
Gieseler Rubber Co.  
Goodrich, B. F. Co.  
Hodge-Farwell & Co.  
Industrial Products Co.  
Lally, R., Co.  
Miss Bailey Appapann Co.  
Resistadine Corp.  
Schwartz, B. W., Co.  
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SUSPENDEDMcLeod & Henry Co., Inc.  
Mexico Refractories Co.  
Pittsburgh Firebrick Co.  
Ramette Co., Div. S. Obermayer Co.  
Rantjan, George P.

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See: Cement, Asbestos

## ASBESTOS COVERS AND PADDING

American Associated Cos.  
Atlas Powder Co., Revolute Sales Div.  
Callaway Mills, Inc.  
Johns-Manville  
Kistall Padding Co.  
Pittsburgh Waterproof Co.  
Stadham Co., Inc.  
Tingus, Brown & Co.

## ASBESTOS PAPER

Callaway Mills, Inc.  
Curey, Philip, Mfg. Co.  
Johns-Manville  
Tingus, Brown & Co.

## ASH, SODA

See: Soda Ash (Sodium Carbonate)

## ASSEMBLY CIRCUITS

See: Connectors, Monorail

## ASSEMBLY HOOKS

Clemens Sales & Equipment Corp.  
Isk-O Products Co.  
Perfection Products Co.  
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Check Out With Everything in  
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9" for tickets up to 6" 12" up to 9"  
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Isk-O Products Co.  
Para-Lux Products Co.  
Reliable Fur Storage Equipment Co., Div. Re-  
liable Machine Works, Inc.  
Time Savers, Inc.

## ASSEMBLY REELS

See: Sorting Reels

## AUTOGRAPHIC REGISTERS

See: Registers, Autographic

## AUTOMATIC CONTROLS

See: Controls and Regulators (specific headings),  
also see: Timers, Washer

## AUTOMATIC COUNTERS

See: Counters, Automatic

**BOLD TYPE LISTINGS**

Indicates display advertisers. For more information about their products,  
see the index of advertisers opposite the inside back cover for page numbers.

**AUTOMATIC SCALES***See: Scales***AUTOMATIC VALVES***See: Valves, Automatic***AUTOMATIC WASHERS***See: Washers, Automatic***AUTOMOBILE GOVERNORS***See: Governors, Automobile***BADGES, DRIVERS'***Parsons Novelty Co.  
Pena Novelty Co.  
Bradford, N. C.***BADGES, EMPLOYEES'***Engineer Co.  
Parsons Novelty Co.  
Pena Novelty Co.  
Bradford, N. C.***BAFFLES, BOILER***McLeod & Henry Co., Inc.  
Maxon Refractories Co.  
Pittston Jointless Firebrick Co.  
Ramsite Co., Div. S. Obermayer Co.***BAG AND NET HOLDERS***See: Holders, Bag and Net***BAGGERS, GARMENT***B & O Machinery Co.  
Bishop, G. H., Co.  
Cathion & Slocum, Inc.  
Huebner Div., American Laundry Machinery Co.  
Mehli Mfg. Co.  
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Specialty Devices Co.***Specialty GARMENT BAGGER**

NEW! 100% AUTOMATIC  
OPERATOR NEVER TOUCHES DEVICE  
COMPRESSED AIR DOES THE JOB  
ALL REPORTS SHOW

**BAGGING COSTS  
REDUCED 25% to 50%**

Write for information

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Bennett Mfg. Co.  
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Daniels, C. R., Inc.  
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Smith, Gilman B. Co., Inc.  
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Standard Garment Co.  
State Sanitary Supply Co.  
Steinman Paper Co.  
Superior Products Co.  
Tingus, Brown & Co.  
Troy Sunshade Co.  
Wagner Awning & Mfg. Co.  
Zuckenberg Co.***BAGS, DIAPER***Carson Textile Co., Inc.  
Daniels, C. R., Inc.  
Gustin-Kramer Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.  
Lewis National Corp.  
Sani-Top Co.  
Southern Mills, Inc.  
Stadham Co., Inc.  
Superior Products Co.**Tingus, Brown & Co.  
Troy Sunshade Co.  
Wagner Awning & Mfg. Co.  
Zuckenberg Co.***BAGS, DRESS SHIRT***Bond Street Bag & Paper Corp.  
Equitable Paper Bag Co., Inc.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.  
Mehli Mfg. Co.  
Moser Bag & Paper Co.  
Patek & Co.  
Para-Lux Products Co.  
Phonix Products Co.  
Rosenthal Paper Co.  
Schorsch & Co., Inc.  
Spear Box Co., Inc.  
Steinman Paper Co.  
Wassett Products Corp.  
West Side Corp.  
Whitman Supply Co.***BAGS, DRYCLEANERS'***Akro Paper Co.  
American Coat Hanger Mfg. Co.  
Atlanta Paper Co.  
Bond Street Bag & Paper Corp.  
Diem & Wing Paper Co.  
Equitable Paper Bag Co., Inc.  
General Cleaners Products Co.  
Katz Bag Co.  
Kennedy Car Liner & Bag Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.***Laundry & Drycleaning Packaging Div.****Majestic Paper & Twine Co., Inc.**

MANUFACTURERS AND DISTRIBUTORS OF  
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CLEANING & LAUNDRY INDUSTRY

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Spear Box Co., Inc.  
Stadham Co., Inc.  
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SHIRT  
TIE - HAT  
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177 E. 123rd St. New York 33, N. Y.

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Diem & Wing Paper Co.  
Equitable Paper Bag Co., Inc.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.  
Mehli Mfg. Co.  
Moser Bag & Paper Co.  
Para-Lux Products Co.  
Patek & Co.  
Phonix Products Co.**Rosenthal Paper Co.  
Schorsch & Co., Inc.  
Spear Box Co., Inc.  
Steinman Paper Co.  
U. & T. Tissue Converting Co.  
West Side Corp.***BAGS, PANTS OR TROUSER***Andrew Paper Box & Bag Corp.  
Bond Street Bag & Paper Corp.  
Diem & Wing Paper Co.  
Equitable Paper Bag Co., Inc.  
Kennedy Car Liner & Bag Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.***Lincoln Bag Co., Inc.***Mehli Mfg. Co.  
Moser Bag & Paper Co.  
Mutual Paper Box Co., Inc.  
Patek & Co.  
Phonix Products Co.  
Schorsch & Co., Inc.  
Spear Box Co., Inc.  
Steinman Paper Co.  
West Side Corp.***BAGS, PAPER, LAUNDRY***Andrew Paper Box & Bag Co.  
Atlanta Paper Co.  
Bond Street Bag & Paper Corp.  
Clappay Corp.  
Diem & Wing Paper Co.  
Equitable Paper Bag Co., Inc.  
Kennedy Car Liner & Bag Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.***Lincoln Bag Co., Inc.***Mehli Mfg. Co.  
Moser Bag & Paper Co.  
Package Masters, Inc.  
Patek & Co.  
Phonix Products Co.  
Rosenthal Paper Co.  
Schorsch & Co., Inc.  
Spear Box Co., Inc.  
Stadham Co., Inc.  
Steinman Paper Co.  
West Side Corp.***BAGS, SHIRT***See: Envelopes, Shirt***BAGS, STORAGE MOTHPROOF***Atlanta Paper Co.  
Clappay Corp.  
Diem & Wing Paper Co.  
Haertel, Walter, Co.  
Kennedy Car Liner & Bag Co.  
Lincoln Bag Co., Inc.  
Mehli Mfg. Co.  
Phonix Products Co.  
Ramsen Bag Co.  
Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.  
Rosenthal Paper Co.  
Spear Box Co., Inc.  
Steinman Paper Co.  
West Side Corp.***BAGS, WETWASH***Bemis Bros. Bag Co.  
Bond Street Bag & Paper Corp.  
Callaway Mills, Inc.  
Carson Textile Co., Inc.  
Daniels, C. R., Inc.  
Diem & Wing Paper Co.  
Equitable Paper Bag Co., Inc.  
Gustin-Kramer Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.  
Lewis National Corp.  
Rosenthal Paper Co.  
Schorsch & Co., Inc.  
Spear Box Co., Inc.  
Stadham Co., Inc.  
Steinman Paper Co.  
Sterling Supply Corp.  
Superior Products Co.  
Troy Sunshade Co.  
Wagner Awning & Mfg. Co.  
West Side Corp.***BALL BEARINGS***See: Bearings, Ball***BANDS, PAPER***Academy Paper Box Co.  
American Associated Co.  
Anderson, Glenn L.  
Diem & Wing Paper Co.  
Drum Co.  
Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co.  
Loroco Industries, Inc.  
Mason Mfg. Co.  
Mason Supply Co.  
National Paper Band Co.  
Para-Lux Products Co.  
Patek & Co.  
Phonix Products Co.  
Rosenthal Paper Co.  
Spear Box Co., Inc.  
Steele, J. W., & Co.*



Steinmac Paper Co.  
Suro-Boid Div., Nanhua Gummed & Coated  
Paper Co.  
Winnert Products Corp.  
Whitman Supply Co., Inc.  
Wormstead, Smith & Loomis, Inc.

**BAR GUARDS**

See: Hanger Shields and Guards

**BARRELS, METAL, FIBER, etc.**

Carll, Chas. W., Sons  
Goodrich, B. F., Co., Inc.  
Raybestos-Manhattan, Inc.  
Walton Truck Co.

**BARS, SORTING**

See: Sorting Bars

**BASKET BOTTOM, SELF-ELEVATING**

Cleaners Speciality Supply Co.

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Belding Basket Co.  
Canvas Specialty Co.  
Daniels, C. R., Inc.  
Kentucky Box & Truck Co.  
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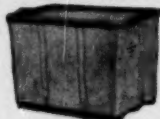
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 Delboshout Fan Div., American Machine & Metals, Inc.  
 DeVilbiss Co.  
 Diehl Mfg. Co., Electrical Div., Singer Mfg. Co.  
 Hopkins Equipment Co.  
 Ig Electric Ventilating Co.  
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 Martin Fan & Blower Co.  
 Moore Co.  
 Murray, D. J., Mfg. Co.  
 Reineb Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.  
 Schwitzer-Cummins Co.  
 Sturtevant Div., Westinghouse Electric Corp.  
 Sun Floor Mount Electric Co.  
 Troy Laundry Machinery Div., American Machine & Metals, Inc.

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 Delboshout Fan Div., American Machine & Metals, Inc.  
 DeVilbiss Co.  
 Diehl Mfg. Co., Electrical Div., Singer Mfg. Co.  
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 International Engineering Inc.  
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**FASTENERS, BELT**

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See: Sterilizing Machines, Pillow, Feather

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Bales Industrial Equipment Div.  
 Elgin Softener Corp.  
 Graver Tank & Mfg. Co., Inc.  
 Hapman-Dutton Co., Dutton Boiler Div.  
 Hungerford & Terry, Inc.  
 Liquid Conditioning Corp.  
 Marvel Mfg. Co.  
 National Aluminate Corp.  
 Proportioners, Inc.  
 Reflate Corp.  
 Wallace & Torrance Products, Inc.

**FEED PUMPS, BOILER**

See: Pumps, Feedwater

**FEED RIBBON LACERS**

See: Lacers, Feed Ribbon

**FEED RIBBONS**

See: Ribbons, Feed

**FEED RIBBONS, NYLON**

See: Ribbons, Feed

**FEED SYSTEMS, BOILER**

See: Boiler Feed Systems

**FEEDWATER CONTROLS**

See: Controls and Regulators (under specific headings)

**FEEDWATER HEATERS**

See: Heaters, Feedwater

**FEEDWATER METERS**

See: Meters, Feedwater

**FEEDWATER PUMPS**

See: Pumps, Feedwater

**FEEDWATER REGULATORS**

See: Controls and Regulators, Feedwater

**FEEDWATER SYSTEMS**

Bales Industrial Equipment Div.  
 Elgino Fuel Engineering Co.  
 Elgin Softener Corp.  
 Hammond Laundry-Cleaning Machinery Co.  
 Hapman-Dutton Co., Dutton Boiler Div.  
 Hungerford & Terry, Inc.  
 Kuno Boiler & Engineering Co.  
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**FEEDWATER TESTING SYSTEMS**

See: Testing Systems, Feedwater

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**FELTS, FILTER**

See: Filter Felts

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 Sec-O-Matic Corp.  
 Stadham Co., Inc.  
 Stanley, William W., Co., Inc.  
 Triplet Industries, Inc.  
 Wagner Auning & Mfg. Co.  
 Zellermayer, Nathan, & Co.

**FILTER CLOTH**

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**FILTER FELTS**

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**FILTERS, AIR**

See: Air Filters

**FILTER SCREENS**

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 Gross Machinery Co., Inc.  
 Hammond Laundry-Cleaning Machinery Co.  
 Mitchell, J. B., & Co.  
 Pantex Mfg. Corp.  
 Sec-O-Matic Corp.  
 Standard Laundry & Cleaning Machinery Co.  
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**FILTERS, OIL**

See: Oil Filters

**FILTERS, OIL REMOVING**

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 Davis Engineering Corp.  
 Drive Industrial Corp.  
 Elgin Softener Corp.  
 Graver Tank & Mfg. Co., Inc.  
 Edmund Corp.  
 Kaye & MacDonald, Inc.  
 Liquid Conditioning Corp.

**FILTERS, PRESSURE**

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 Billings Machinery Co.  
 Bowser, Inc.  
 Cochran Corp.  
 Davis Engineering Corp.  
 Elgin Softener Corp.  
 Graver Tank & Mfg. Co., Inc.  
 Gross Machinery Co., Inc.  
 Hammond Laundry-Cleaning Machinery Co.  
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 Kiebach Div., American Laundry Machinery Co.  
 Kistner Mfg. Co.  
 Liquid Conditioning Corp.  
 Mercury Cleaning Systems, Inc.  
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 Titeflex, Inc.  
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 Worthington Pump & Machinery Corp.  
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 Bowser, Inc.  
 Butler Mfg. Co.  
 Gross Machinery Co., Inc.  
 Hammond Laundry-Cleaning Machinery Co.  
 Hopkins Equipment Co.  
 Kiebach Div., American Laundry Machinery Co.  
 Industrial Mfg. Co.  
 Kelite Products, Inc.  
 Kelley Iron Works  
 Mercury Cleaning Systems, Inc.  
 Mitchell, J. B. Co.  
 National Machinery Corp.  
 Otis Filtration Engineers, Inc.  
 Pantex Mfg. Corp.  
 Roe-O-Matic Corp.  
 Standard Laundry & Cleaning Machinery Co.  
 Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 U. S. Hoffman Machinery Corp.  
 Zephyr Laundry Machinery Co.

**FILTERS, WATER**

See: Water Filters

**FINISHERS, BLANKET**

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 Hopkins Equipment Co.

**FINISHERS, SHIRT**

See: Presses, Steam-Air Finishers, Steam Boards (under specific headings)

**FINISHERS, SLEEVE**

See: Sleeve Finishers

**FINISHING AND FOLDING MACHINES, SHIRT**

See: Shirt Finishing and Folding Machines

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See: Ironers, Flatwork

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**GARMENT DYEING**

See: Dyeing, Garment

**GARMENT DYES**

See: Dyes

**GARMENT FINISHERS, STEAM-  
AIR**

See: Steam-Air Finishers, Garment

**GARMENT HANGERS**

See: Hangers, Garment

**GARMENT PRESSES**

See: Presses (under specific headings)

**GARMENT RACKS**

See: Racks, Garment

**GARMENT SHAPER-DRIER**

See: Shaper-Drier, Garment

**GARMENT STEAMERS**

See: Steam-Air Finishers, Garment

**GAS BURNERS**

See: Burners, Gas

**GAS-ELECTRIC TRUCKS**

See: Trucks, Industrial

**GAS ENGINES**

See: Engines, Gas

**GASKET CEMENT**

See: Cement, Gasket

**GASKET COMPOUND**

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**GAS METERS**

See: Meters, Gas

**GAS-OIL BURNERS**

See: Burners, Gas-Oil

**GASOLINE MOTOR TRUCKS**

See: Trucks, Motor

**GATE VALVES**

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U. S. Gauge Div., American Machine & Metals,  
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See: Draft Gauges

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well Regulator Co.  
Defender Instrument & Regulator Co.  
Fathboro Co.  
Hays Corp.  
Liquidometer Corp.  
Lunkenshiner Co.  
Oil-Rite Corp.  
Stewart-Warner Corp., Alameda Corp.  
U. S. Gauge Div., American Machine & Metals,  
Inc.  
Wallace & Tiernan Products, Inc.  
Yarnall-Waring Co.

**GAUGES, PRESSURE**

Ashdon Valve Co.  
Bailey Meter Co.  
Bristol Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Crosby Steam Gauge & Valve Co.  
Defender Instrument & Regulator Co.  
Dwyer, F. W., Mfg. Co.  
Electric Auto-Lite Co.  
Fathboro Co.  
General Electric Co.  
Hays Corp.  
Marsh, Joe P., Corp.  
Metzler, Lee B., Co.  
Perfex Corp.  
Sterling, Inc.  
Stewart-Warner Corp., Alameda Corp.  
U. S. Gauge Div., American Machine & Metals,  
Inc.  
Wallace & Tiernan Products, Inc.

**GAUGES, RECORDING**

Ashdon Valve Co.  
Bailey Meter Co.  
Bristol Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Defender Instrument & Regulator Co.  
Electric Auto-Lite Co.  
Fathboro Co.  
Hays Corp.  
Mason-Nolan Regulator Co.  
Mossler Instrument Co., Inc.  
Tagliabue, C. J., Div., Fortalis Products Corp.  
U. S. Gauge Div., American Machine & Metals,  
Inc.

**GAUGES, STEAM**

Ashdon Valve Co.  
Bailey Meter Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Crosby Steam Gauge & Valve Co.  
Electric Auto-Lite Co.  
Fathboro Co.  
Marsh, Joe P., Corp.  
Perfex Corp.  
Sterling, Inc.  
U. S. Gauge Div., American Machine & Metals,  
Inc.  
Webster, Warren, & Co.

**BOLD TYPE LISTINGS**

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**GAUGES, TEMPERATURE**

Bailey Meter Co.  
Beckel Co.  
Brewer Instrument Co., Div., Minneapolis Honeywell Regulator Co.  
Defender Instrument & Regulator Co.  
Electric Auto-Lite Co.  
Falconer Co.  
Marth, Jas. F., Corp.  
Master Instrument Co., Inc.  
Perfor Corp.  
Powers Regulator Co.  
Pyromaster Instrument Co., Inc.  
Sterling, Inc.  
Stewart-Warner Corp., Alameda Corp.  
Taschman, C. J., Div., Portland Products Corp.  
U. S. Gauge Div., American Machine & Metals, Inc.  
Watson Electric Instrument Corp.

**GAUGES, WATER**

Bailey Meter Co.  
Crane Co.  
Crosby Steam Gauge & Valve Co.  
Electric Auto-Lite Co.  
Fathore Co.  
Lombard Co.  
Stewart-Warner Corp., Alameda Corp.  
U. S. Gauge Div., American Machine & Metals, Inc.  
Wright-Austin Co.  
Yarnall-Waring Co.

**GAUGE TESTERS**

See: Testers, Gauge

**GEARS, STOCK**

Boston Gear Works, Inc.  
Gleason Machine Tool Co.  
Link-Belt Co.  
Ramsay Chain Co., Inc.

**GENERAL FORMULA**

See: Spot Removers

**GENERATORS, BLEACH**

See: Bleach-Making Machines

**GENERATORS, ELECTRIC**

Caterpillar Tractor Co.  
Century Electric Co.  
Crescent-Wheeler Electric Mfg. Co., Div. Jonson  
Hindley Iron Works  
Dial Mfg. Co., Electric Div. Singer Mfg. Co.  
Elliott Co.  
General Electric Co.  
Kain Engineering Co.  
Reliance Electric & Engineering Co.  
Tray Engine & Machine Co.  
Worthington Pump & Machinery Corp.

**GENERATORS, FOG**

See: Insecticide Spray Equipment

**GENERATORS, STEAM**

See: Boilers and Steam Generators

**GERMICIDES**

See: Antiseptics, Bleaches, Soaps

**GLASS CLOTH, WOVEN**

See: Cloth, Glass, Woven

**GLASSINE SHIRT ENVELOPES**

See: Envelopes, Shirt

**GLAZERS, FUR**

See: Fur Glaziers

**GLAZING FLUID, FUR**

See: Fur Glazing Fluid

**GLOBE VALVES**

See: Valves, Globe

**GLOVE CASES**

See: Cases, Glove

**GLOVE CLEANING MACHINES**

See: Machines, Glove

**GLOVE FORMS**

See: Forms, Glove

**GLOVE SOAPS**

See: Soaps, Glove

**GLUES AND GUMS**

American Writing Ink Co., Inc.  
Armour & Co.  
Mead Paper Box Co., Inc.  
National Starch Products, Inc.

**GO-BACK CONVEYORS**

See: Conveyors, Go-Back

**GOVERNORS, AUTOMOBILE**

See: Governors, Automobile

**GOVERNORS, ENGINE**

See: Governors, Engine

**GOVERNORS, OIL-BURNER**

See: Governors, Oil-Burner

**GOVERNORS, POWER PRESSING MACHINES**

See: Governors, Power Pressing Machines

**GOVERNORS, PUMP**

David Regulator Co.  
Defender Instrument & Regulator Co.  
D'Este Div., American Chain & Cable Co., Inc.  
Kochley, O. C., Co.  
Ludlow Co.  
McDonnell & Miller, Inc.  
Mason-Neelan Regulator Co.  
Northern Equipment Co.  
Ruggles, Kingsman Mfg. Co.  
Squires, C. E., Co.  
Wright-Austin Co.

**GOVERNORS, TURBINE**

See: Governors, Turbine

**GRATES, SHAKING AND STATIONARY**

Brownell Co.  
Chicago Automatic Shaker Co.  
Ludlow Shaker Co.

**GRAVITY ROLLER CONVEYORS**

See: Conveyors (under specific headings)

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Carbide & Carbon Chemicals Corp., Unit of  
Union Carbide & Carbon Corp.  
Cook's, Adam, Sons, Inc.  
Gross, Rosner & Mfg. Co.  
Gulf Oil Corp., Gulf Refining Co.  
Houghton, E. F., & Co.  
Krytox Lubricating Co.  
Lubriplate Div., Fiske Bros. Refining Co.  
Phoenix Oil Co.  
Stewart-Warner Corp., Alameda Corp.  
Texas Co.  
Union Oil Co. of California

**GUARDS, BELT**

See: Guards, Belt

**GUARDS, HAT**

See: Hat Guards

**GUARDS, LAMP**

See: Guards, Lamp

**GUARDS, MACHINE (BELT, FLYWHEEL, GEAR, ETC.)**

See: Guards, Machine (Belt, Flywheel, Gear, Etc.)

**GUARDS, SAFETY**

See: Safety Guards

**GUARDS, TROUSER**

See: Trousers Guards

**GUIDE RACKS**

See: Guide Racks

**GUMMED TAPE**

See: Tape, Gummed

**GUMS**

See: Gums and Gums

**GUNS, SPRAY**

See: Spray Guns

**HAMPERS**

See: Baskets, Canvas

**HAND CREAM, PROTECTIVE**

See: Hand Cream, Protective

Mine Safety Appliances Co.  
National Cleaners Chemical Mfg. Co.  
Roberts-Manley Co., Inc.  
Street, R. H., & Co., Inc.  
Turbine Co.

**HAND HOISTS**

See: Hoists

**HANDKERCHIEF CONVEYORS**

See: Conveyors, Handkerchief

**HANDKERCHIEF FLUFFERS**

See: Fluffers, Handkerchief

**HANDKERCHIEF IRONERS**

See: Ironers, Handkerchief

**HANDKERCHIEF REPLACEMENTS**

See: Replacements, Sheets, Pillowcases, etc.

**HAND TRUCKS**

See: Trucks, Industrial

**HANGER BLOCKS**

See: Blocks, Hanger and Pillow

**HANGER CAPES**

See: Capes, Wire Hanger

**HANGER CLIPS**

See: Hanger Clips

**SKIRT HANGER CLIP**  
\$2.00 per thousand  
**COMMERCIAL TAG CO.**  
187 Vanderbilt Avenue, Brooklyn 3, N. Y.



Lorton Products Co., Inc.  
Rindon Mfg. Co.  
Time Savers, Inc.

**HANGER COMBINERS**

See: Hanger Combiners

**"HANGER-TIES"**

Group drycleaned orders with wire reinforced paper ties. Many colors. Faster than tying. Cheaper than string.

**H. F. HANSCOM & COMPANY**

38-40 HOSPITAL ST., PROVIDENCE 3, R. I.

Lorton Products Co., Inc.

Keep your Orders Together with  
**COMBINER CLIPS**  
\$3.50 per thousand  
3.25 per thousand in case  
lots of 12,000 or more  
No Strings • No Tying  
Lorton Products Co., Inc.  
4234 Third Ave., N.Y. 37, N.Y.


**HANGER MANUFACTURING MACHINE**

See: Hanger Manufacturing Machine

**HANGER RACKS**

See: Racks, Hanger

**HANGER SHIELDS AND GUARDS**

See: Hanger Shields and Guards

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Mutual Paper Box Co., Inc.  
Nagel Coat Hanger Co.  
Pacific Coast Hanger Mfg. Co.  
**Para-Lux Products Co.**  
Patsch & Co.  
Phoenix Products Co.  
Pittsburgh Hanger Co.  
Rosenthal Paper Co.  
Spear Box Co., Inc.  
Steinman Paper Co.  
Sure-Hold Div., Nashua Gummed & Coated Paper Co.  
West Side Corp.

### HANGERS, CURTAIN AND DRAPERY

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**Carman & Co., Inc.**  
Clemens Hanger Co.  
Memphis Hanger Co.  
Pacific Coast Hanger Mfg. Co.  
**Para-Lux Products Co.**  
Phoenix Products Co.  
Pittsburgh Hanger Co.  
Steinman Paper Co.

### HANGERS, DRIER

Bunsard, R. D., & Son

### HANGERS, GARMENT

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American Coat Hanger Mfg. Co.  
B. & C. Engineering Co.  
**Carman & Co., Inc.**  
Clemens Hanger Co.  
Cleveland Garment Hanger Co.  
Davis, K. H., Mfg. Co.  
Garment Hanger Co.  
Griff Bros. Coopers Corp., Wire Garment.  
Hanger Div.  
Gronauer, M. H., Co.  
**Haertel, Walter, Co.**  
Henry Hanger Co.  
**Hopkins Equipment Co.**  
International Wire Hanger Mfg. Co.  
Katz Bag Co.  
Laidlaw, W. A., Wire Co.  
M. & B. Metal Products Co.  
Memphis Hanger Co.  
Nagel Coat Hanger Co.  
Pacific Coast Hanger Mfg. Co.  
**Para-Lux Products Co.**  
Perlmutter, M., & Co.  
Phoenix Products Co.  
Pittsburgh Hanger Co.  
Prym, William, Inc.  
Reliable Machine Works, Inc., Reliable Fur Storage Equipment Div.  
Rev.-Var Products  
Ruland & One Mfg. Co.  
Spear Box Co., Inc.  
Star Service Hanger Div., I. A. Young Spring & Wire Corp.  
Steinman Paper Co.  
United Garment Hanger Co.  
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**FIBRE FORM  
GARMENT HANGERS  
WALDORF PAPER PRODUCTS CO.**  
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Wire Specialties & Mfg. Co.

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Hodge, Farwell & Co.  
**Loroco Industries, Inc.**  
Memphis Hanger Co.  
Pacific Coast Hanger Mfg. Co.  
**Para-Lux Products Co.**  
Patin Products Co.  
Phoenix Products Co.  
Pittsburgh Hanger Co.  
Steinman Paper Co.

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Rountree, George F.  
Wood's, T. B., Sons Co.

### HANGERS, REVOLVING SHIRT

American Laundry Machinery Co.  
Bishop, G. H., Co.

### HANGERS, RUG AND CARPET

See: Rug and Carpet Cleaning Equipment

### HANGING SCALES

See: Scales

### HARDENER, CONCRETE

**DuPont de Nemours, H. I., & Co., Inc.**  
Huntington Laboratories, Inc.  
**Philadelphia Quartz Co.**  
Rumphors, L., Sons, Inc.

### HAT BLOCKING MACHINES

See: Blocking Machines, Hat

### HAT GUARDS

Automatic Paper Box Corp.  
Hatters Supply House, Inc.  
Phoenix Products Co.  
Rosenthal Paper Co.  
Spear Box Co., Inc.  
West Side Corp.

### HATTERS' EQUIPMENT

Doran Bros., Inc.  
Eaton's Machinery Co.  
Hatters Supply House, Inc.  
J & L Mfg. Co.  
Maxant Button & Supply Co.  
**Pantex Mfg. Corp.**  
**U. S. Hoffman Machinery Corp.**

### HATTERS' SUPPLIES

Allin & Vickers, Inc.  
Automatic Paper Box Corp.  
Eaton Chemical & Dye-Stuff Co.  
Greenville Chemical Co.  
Hatters Supply House, Inc.  
Keystone Aniline & Chemical Co., Inc.  
Maxant Button & Supply Co.  
**Pantex Mfg. Corp.**

### HEAD PLATES (Pressing Machines)

See: Press Plates

### HEATERS, AIR

Carrier Corp.  
Clange Fan Co.  
Culter-Hammer, Inc.  
Davis Engineering Corp.  
Dravo Corp.  
Peabody Engineering Corp.  
Sellers Engineering Corp.  
Whitlock Mfg. Co.  
Young Radiator Co.

### HEATERS, BLAST

Carrier Corp.  
Clange Fan Co.  
Modine Mfg. Co.  
Murray, D. J., Mfg. Co.  
Peabody Engineering Corp.  
Sellers Engineering Corp.  
Trane Co.  
Young Radiator Co.

### HEATERS, FEED WATER

Brownell Co.  
**Cochrane Corp.**  
Davis Engineering Corp.  
Elliott Co.  
Graver Tank & Mfg. Co.  
Hagman-Dutton Co., Dutton Boiler Div.  
Marshall Heater Co.  
**Patterson-Kelley Co., Inc.**  
Peabody Engineering Corp.  
**Schaub, Fred M., Engineering Co., Inc.**  
Taco Heaters, Inc.  
Whitlock Mfg. Co.  
Worthington Pump & Machinery Corp.

### HEATERS, FUEL OIL

American District Steam Co.  
Anthony Co.  
Davis Engineering Corp.  
Engineer Co.  
General Electric Co., Air Conditioning Dept.  
National Airoil Burner Co., Inc.  
**Patterson-Kelley Co., Inc.**  
Peabody Engineering Corp.  
Petroleum Heat & Power Co.  
Taco Heaters, Inc.  
Whitlock Mfg. Co.

### HEATERS, INSTANTANEOUS

American District Steam Co.  
Davis Engineering Corp.

Johanna Corp.  
Marshall Heater Co.  
**Patterson-Kelley Co., Inc.**  
Pek Mfg. Co.  
Taco Heaters, Inc.  
Whitlock Mfg. Co.

### HEATERS, SOLVENT

Buwer, Inc.

### HEATERS, UNIT

Carrier Corp.  
Clange Fan Co.  
Dravo Corp.  
General Electric Co.  
Hig Electric Ventilating Co.  
Keco Boiler & Engineering Co.  
Modine Mfg. Co.  
Murray, D. J., Mfg. Co.  
Radford Drying Co.  
Trane Co.  
Webster, Warren, & Co.  
Young Radiator Co.

### HEATERS, WATER

Alert Engineering Products  
American District Steam Co.  
**Bready Engineering Corp.**  
Brownell Co.  
Crane Co.  
Culter-Hammer, Inc.  
Davis Engineering Corp.  
Graver Tank & Mfg. Co.  
Hagman-Dutton Co., Dutton Boiler Div.  
**Huebeck Div., American Laundry Machinery Co.**  
Johnson Corp.  
Kolvintor Div., Nash-Kolvintor Corp.  
**Keweenaw Boiler Corp.**  
Lockout Boiler & Mfg. Co.  
Marshall Heater Co.  
**Patterson-Kelley Co., Inc.**  
Peabody Engineering Corp.  
Petroleum Heat & Power Co.  
Pek Mfg. Co.  
Ray Oil Burner Co.  
Sellers Engineering Co.  
Sterling, Inc.  
Stout, David, & Sons  
Taco Heaters, Inc.  
Whitlock Mfg. Co.

### HEATERS, WATER STORAGE

Alert Engineering Products  
American District Steam Co.  
Brownell Co.  
Davis Engineering Corp.  
Hagman-Dutton Co., Dutton Boiler Div.  
Marshall Heater Co.  
**Patterson-Kelley Co., Inc.**

**KELLEY**

Years of service to industry. See our display advertisement on page 181

**THE PATTERSON-KELLEY CO., INC.**  
East Stroudsburg, Pa.

**HOT  
WATER  
STORAGE  
HEATERS**

Peabody Engineering Corp.  
Petroleum Heat & Power Co.  
Sellers Engineering Co.  
Stout, David, & Sons  
Taco Heaters, Inc.  
Whitlock Mfg. Co.

### HEAT EXCHANGERS

American District Steam Co.  
Brownell Co.  
Davis Engineering Corp.  
Graver Tank & Mfg. Co.  
Hagman-Dutton Co., Dutton Boiler Div.  
**Patterson-Kelley Co., Inc.**  
**Schaub, Fred M., Engineering Co., Inc.**  
Stout, David, & Sons  
Trane Co.  
Whitlock Mfg. Co.  
Worthington Pump & Machinery Corp.  
Young Radiator Co.

### HEATING AND COOLING COILS

See: Coils, Heating and Cooling

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**HEAT RECLAIMERS**

American District Steam Co.  
Broadway Engineering Corp.  
Lewis Engineering Corp.  
Patterson-Kelley Co., Inc.

## Heat Reclaimers

Years of service to laundries. See our display advertisement on page 183

The Patterson-Kelley Co., Inc.  
East Stroudsburg, Pa.

Stout, David, & Sons  
Whitlock Mfg. Co.

**HEAT-SEALING MENDING TAPE**

See: Tape, Mending, Heat-Sealing

**HIGH WATER ALARMS**

See: Alarms, High and Low Water

**HOISTS**

American Engineering Co.  
American Memorial Co.  
Chadwick-Moore Hoist Corp.  
Conoco Engineering Works, Div. H. D. Conkey & Co.  
Electric Lift, Inc.  
Lewis-Shopland Products, Inc.  
Louden Machinery Co.  
Superior Rug Machinery Co.  
Wayne Pump Co.

**HOLDERS, BAG AND NET**

Bishop, G. H. Co.  
Handy Bag Holder & Sprayer Co.  
National Marking Machine Co.  
Seaman Paper Co.  
Wagner Airing & Mfg. Co.

**HOOKS, ASSEMBLY**

See: Assembly Hooks

**HOSE, FLEXIBLE METAL**

American Brass Co., American Metal  
Hose Branch  
Chicago Metal Hose Corp.  
Kellogg Finner Div., Bendix Aviation Corp.  
Johnson Metal Hose, Inc.

### FLEXIBLE SEAMLESS BRONZE STEAM HOSE

FOR  
ALL TYPES OF PRESSES  
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224 MILL STREET WATERBURY, CONN.

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Packless Metal Products Corp.  
Samuel Co., Inc.

**HOSE REELS**

See: Reels, Hose

**HOSE, RUBBER**

Ace Hose & Rubber Co.  
DeVulcan Co.  
Globe Rubber Co.  
Goodrich, B. F. Co.  
Johnson Metal Hose, Inc.  
Newhouse Co.  
Raybestos-Manhattan, Inc.  
U. S. Rubber Co.

**HOSIERY AND SOCK FORMS**

Huebsch Div., American Laundry Machinery Co.

**HOSIERY DRIERS**

See: Driers, Hosiery and Sock

**HOSIERY IRONERS**

See: Ironers, Hosiery

**HOT WATER SYSTEMS**

Davis Engineering Corp.  
Hagman-Linton Co., Dutton Boiler Div.  
Huebsch Div., American Laundry Machinery Co.  
Marional Sales Co.  
Patterson-Kelley Co., Inc.  
Sterling, Inc.  
Stout, David, & Sons  
Taco Heaters, Inc.

**HUMIDIFIERS**

Armstrong Machine Works  
Balsdon Co.

Murray, D.-J. Mfg. Co.  
Reliable Fur Storage Equipment Co., Div. Re-  
table Machine Works, Inc.  
Hwy Engineering Co.  
Shed Products Engineering Co.

**HYDRAULIC HOISTS**

See: Hoists

**HYDROGEN PEROXIDE**

See: Bleach

**HYPOCHLORINATORS**

Pennsylvania Salt Mfg. Co.  
Wallace & Ternum Products, Inc.

**IDENTIFICATION SYSTEMS**

Checking System Co.

**READY NOW . . . to reduce payroll,  
eliminate claims, increase production and  
quality . . .**

### CROW'S INDIVIDUAL NO-MIX SYSTEM

Every phase from marking to wrapping in two  
complete volumes.

### CHECKING SYSTEM CO.

515 S. Walker St. Columbia, S. C.

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Rev. Tag Checking System Co.  
National Marking Machine Co.  
National Tag & Label Corp.  
Nicholsen, Wm. J., Laboratories  
Penn Novelty Co.  
Pre-Marked Strip Tag Co.  
Prosperity Co., Inc.  
Sinnott Machine Co.  
Sparto Co.  
Stafford, N. Co.  
Ten-Tag Co., Inc.  
Tike-Tag Co.

**IDENTIFICATION SYSTEMS, FUR**

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Keyes-Davis Co.  
National Marking Machine Co.  
Reliable Fur Storage Equipment Co., Div. Re-  
table Machine Works, Inc.  
Sinnott, Bernard, Co.  
Stafford, N. Co.

**IDENTIFICATION TAGS**

See: Tags, Marking

**INCINERATORS**

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Piburn Jointline Firebrick Co.  
Rauette Co., Div. E. Obermayer Co.

**INDELBLE MARKING INK**

See: Ink, Indelible Marking

**INDICATING THERMOMETERS**

See: Thermometers, Indicating

**INDICATORS, CO.**

Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Cambridge Instrument Co., Inc.  
Davis Emergency Equipment Co., Inc.  
Defender Instrument & Regulator Co.  
Dwyer, F. W., Mfg. Co.  
Hays Corp.  
Permatit Co.  
Republic Flow Meters Co.

**INDICATORS, FLOW-RATE**

Bailey Meter Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Hagan Corp.  
Hays Corp.  
Republic Flow Meters Co.  
Weston Electrical Instrument Corp.

**INDICATORS, pH**

Bailey Meter Co.  
Belo Industrial Equipment Div.  
Bristol Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Cambridge Instrument Co., Inc.  
Diamond Alkali Co.  
Hellige, Inc.  
Johnson Chemical Industries, Inc.  
Machlett Corp.  
National Technical Laboratory  
Sparto Co.  
Taylor, W. A., & Co.

**INDICATORS, SIGHT FLOW**

Bowser, Inc.

**INDICATORS, SPEED**

Bailey Meter Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Hays Corp.  
Ratch, Herman, Co., Inc.  
Veebler-Rock, Inc.  
Weston Electrical Instrument Corp.

**INDICATORS, TIME**

Bidwell Manufacturers  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Norman & Co.  
Rosenthal Mfg. Co.  
Weston Electrical Instrument Corp.

**INDICATORS, VALVE**

Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Tejas Engineering Corp.

**INDICATORS, WATER LEVEL**

Bailey Meter Co.  
Brown Instrument Co., Div. Minneapolis Honey-  
well Regulator Co.  
Fetters Co.  
General Electric Co.  
Hays Corp.  
Johnson & Jennings Co.  
Tarnall-Waring Co.

**INK ERADICATORS**

Aurora Mfg. Co.  
Boston Clip & Tag Co.  
Caled Products Co., Inc.  
Davis-Young Soap Co.  
Jellier, L. & Son  
Greenville Chemical Co.  
Heller, B. & Co.  
Ink-O Products Co.  
Kem Laboratories  
Keystone Aniline & Chemical Co., Inc.  
Kohnstamm, H. & Co., Inc.  
Lewis National Corp.  
Mark-O Corp.  
Murphy Sales Co.  
National Cleaners Chemical Mfg. Co.  
National Marking Machine Co.  
Nu-Pro Mfg. Co.  
Raychem Products Co.  
Riverdale Mfg. Co.  
Superior Products Co.  
Wilson, A. L., Chemical Co.

**INK, INDELBLE MARKING**

American Numbering Machine Co.  
American Writing Ink Co., Inc.  
Applegate Chemical Co.  
Aurora Mfg. Co.  
Boston Clip & Tag Co.

**HAVING INK TROUBLE? TRY THE ACES!**  
**ACE OF HEARTS—Old favorite, clean marking**  
**ACE OF SPADES—Unequaled in indelibility**  
**REDUX—Indelible ink remover**  
Sold only thru jobbers  
**BOSTON CLIP & TAG CO.**  
174 Atlantic Ave. Boston 10, Mass.

Garman & Co., Inc.  
Garter's Ink Co.  
Kalon Chemical & Dyestuff Co.  
Pinebush Mills, Inc.  
Fry Brothers Co.  
Heller, B. & Co.  
Ink-O Products Co.  
Kem Laboratories  
Kohnstamm, H. & Co., Inc.  
Mark-O Corp.  
Mark-Ten Corp.  
Marvel Marking Machine Co.  
National Marking Machine Co.  
Nicholsen, Wm. J., Laboratories  
Otomark Corp.  
Pittsburgh Tag Co.  
Stadham Co., Inc.  
Stafford, N. Co.  
Stangler, George, Co.  
Superior Products Co.

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American Writing Ink Co., Inc.  
National Marking Machine Co.  
Pittsburgh Tag Co.  
Stafford, N. Co.  
Superior Products Co.

**INSECTICIDES**

Adco, Inc.  
Dow Chemical Co.  
DuPont de Nemours, E. I., & Co., Inc.  
Fumal Corp.  
Heller, B. & Co.  
Huntington Laboratories, Inc.  
Inna, Spiden & Co.  
Mallinckrodt Chemical Works



Nyren Products Co.  
 Patterson Laboratories, Inc.  
**Pennsylvania Salt Mfg. Co.**  
 Penn-Apex Corp.  
 Pest Control Equipment Co.  
 Riverside Chemical Co., Inc.  
 Signal Chemical Mfg. Co.  
 Suroto, Bernard, Co.  
 Sunnyside, L. Sons, Inc.  
 Stauffer Chemical Co.  
 Texas Soap Mfg. Corp.  
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See: Heaters, Instantaneous

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**IODINE STAIN REMOVERS**

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**IRONER ADDITIONS, FLATWORK**

Cummings-Landau Laundry Machinery Co., Inc.  
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See: Flatwork Ironer Canopies

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 Hood Chemical Co., Inc., Crescent Div.  
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 Superior Products Co.  
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See: Pads and Padding, Press and Ironer

**IRONER PROTECTORS**

See: Protectors, Ironer

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See: Tape, Ironer

**IRONERS, APRONLESS**

Prosperity Co., Inc.

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**IRONING BOARDS, SLEEVE**

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See: Expanding Ironing Forms

**IRONING ROOM CONVEYORS**

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See: Moisteners, Label

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**LIQUID LEVEL GAUGES**

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**LIQUID LEVEL RECORDERS**

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See: Starch, Liquid

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See: Sewing Machines, Marking Tag

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See: Tape, Marking

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See: Darning and Mending Machines

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See: Tape, Mending, Heat-Sealing

### MERCURY-VAPOR LAMPS

See: Lamps, Mercury-Vapor

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See: Baskets, Metal

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See: Bearings, Metal

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See: Chutes, Metal

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See: Starch Mixers

**MODIFIED SODA**

See: Soda, Modified

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Keefer Starch Co.  
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See: Return Systems, Steam Condensation

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See: Connectors, Steam

**STEAM-ELECTRIC IRONS**

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**STEAM ENGINES**

See: Engines, Steam

**STEAMERS, GARMENT**

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**STEAMERS, VELVET**

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 New York Pressing Machinery Corp.  
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See: Gauges, Steam

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**STEAM GUNS**

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 New York Pressing Machinery Corp.  
 Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.  
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**STEAM IRONS**

See: Irons, Steam

**STEAM-JET ASH CONVEYORS**

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See: Meters, Steam

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See: Boilers and Steam Generators

**STEAM POWER UNITS**

See: Boilers and Steam Generators

**STEAM POWER UNITS, TURBINE**

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**STEAM PUFFERS**

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See: Batteries, Storage

**STORAGE BINS, CAST-IRON**

See: Bins, Cast-Iron Storage

**STORAGE BINS, STEEL**

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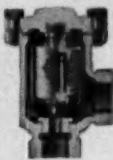
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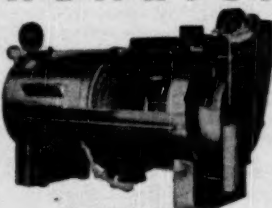
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**White Machine Co., Inc.**

**WETTING AGENTS**

**Adell Chemical Co., Inc.**  
**Airase Chemical Co.**  
**American Aniline Products, Inc.**  
**Apet Chemical Co., Inc.**  
**Arthur & Co.**  
**Caled Products Co., Inc.**  
**Carbide & Carbon Chemicals Corp., Unit of**  
**Union Carbide & Carbon Corp.**  
**Calgate-Palmolive-Peet Co.**  
**Davis-Young Soap Co.**  
**Davis-West Mfg. Co.**  
**Draw, E. F., & Co., Inc.**  
**DuPont de Nemours, E. I., & Co., Inc.**  
**General Aniline & Film Corp., Special Products**  
**Sales Div.**  
**General Dyestuff Corp.**  
**Hercules Powder Co.**  
**Keystone Aniline & Chemical Co., Inc.**  
**Kohnstamm, W., & Co., Inc.**  
**Magnus Chemical Co., Inc.**  
**Merchants Chemical Co., Inc.**  
**Merson Products Co.**  
**National Aniline Div., Allied Chemical & Dye**  
**Corp.**  
**Paish & Co.**  
**Pennsylvania Salt Mfg. Co.**  
**Procter & Gamble Distributing Co.**  
**Robins, G. S. Co.**  
**Solvay Sales Div., Allied Chemical & Dye Corp.**  
**Standard Soap Co. of Camden**  
**Street, R. H., & Co., Inc.**  
**Superior Products Co.**  
**Takamine Laboratory, Inc.**  
**Threshold Industries**  
**Van Chemical Co.**  
**Victor Chemical Works**  
**Washine National Sands, Inc.**  
**Wolf, Jacques, & Co.**  
**Wolfe, A. F. Co.**  
**Wyandotte Chemicals Corp.**

**WETWASH BAGS**

*See: Bags, Wetwash*

**WETWASH PAPER**

*See: Paper, Wetwash*

**WHEAT STARCH**

*See: Starch, Wheat*

**WHEELS AND CASTERS, TRUCK, etc.**

**Hammick Co.**  
**Bond Foundry & Machine Co.**  
**Clinton Products Co.**  
**Coleman Corp.**  
**Darrell Corp., Ltd.**  
**Fairbanks Co.**  
**Hamilton Caster & Mfg. Co.**  
**Jarvis & Jarvis, Inc.**  
**Market Forge Co.**  
**Menasha Wood Split Pulley Co.**  
**Newhouse Co.**  
**Nutting Truck & Caster Co.**  
**Payson Mfg. Co.**  
**Rapids-Standard Co., Inc.**  
**U. S. Rubber Co.**

**WINDOW SIGNS AND VALANCES**

*See: Sales Promotion Material*

**WINDWHIP DRIERS**

*See: Driers, Windwhip*

**WIRE AND CABLE, INSULATED**

**Chase Brass & Copper Co.**  
**General Electric Co.**  
**U. S. Rubber Co.**

**WIRE BASKETS**

*See: Baskets, Wire*

**WIRE HANGERS**

*See: Hangers, Garment*

**WIRE STAPLES**

*See: Staples, Wire*

**WOOD BASKETS**

*See: Baskets, Wood*

**WOOD BOXES**

*See: Boxes, Wood*

**WOOD CYLINDERS**

*See: Cylinders, Wood*

**WOOD FOLDING BOXES**

*See: Boxes, Wood*

**WOOD HAMPERS**

*See: Hampers*

**WOOD HAND TRUCKS**

*See: Trucks, Industrial*

**WOOD HANGERS**

*See: Hangers, Garment*

**WOOD PAINT**

*See: Paint*

**WOOD RACKS**

*See: Racks (under specific headings)*

**WOOD TABLES**

*See: Tables, Wood*

**WOOD TANKS**

*See: Tanks, Wood*

**WOOD TRUCKS**

*See: Trucks, Industrial*

**WOOD TUBS**

*See: Tubs, Wood*

**WOOD VATS**

*See: Vats, Wood*

**WOOD WASHERS**

*See: Washers, Drycleaning, Wood, or Washers, Laundry, Wood*

**WOOL AND WORSTED UNIFORMS**

*See: Uniforms, Cotton, Woolen, Worsted, etc.*

**WOOLEN AND CURTAIN DRIERS**

*See: Driers, Woolen and Curtain*

**WOOLEN BLEACH**

*See: Bleach*

**WOOLEN SOAPS**

*See: Soaps, Silks and Woollen*

**WOVEN BELTING**

*See: Belting, Woven*

**WOVEN MARKING LABELS**

*See: Labels, Woven, Marking*

**WRAPPERS, PAPER**

**Laundry & Drycleaning Packaging Div., Majestic**  
**Paper & Twine Corp.**  
**Loroco Industries, Inc.**  
**Rosenthal Paper Co.**  
**Spear Box Co., Inc.**  
**Wescott Products Corp.**

**WRAPPERS, SHIRT**

**Laundry & Drycleaning Packaging Div., Majestic**  
**Paper & Twine Corp.**  
**Loroco Industries, Inc.**  
**Phoenix Products Co.**  
**Rosenthal Paper Co.**  
**Spear Box Co., Inc.**  
**Steinmae Paper Co.**  
**Wescott Products Corp.**

**WRAPPERS, TABLECLOTH**

**Spear Box Co., Inc.**

**WRAPPING DEVICES, AUTOMATIC**

**Coffman Mfg. Corp.**  
**Norman & Co.**  
**Rosenthal Mfg. Co.**

**WRAPPING PAPER**

*See: Paper, Wrapping*

**WRAPPING TUBES, FLAT GOODS**

**Spear Box Co., Inc.**

**WRENCHES, PIPE**

**Walworth Co.**

**WRINGERS, RUG AND CARPET**

**American Laundry Machinery Co.**  
**Bertch & Co., Inc.**  
**Chief Mfg. Co.**  
**Cleveland Rug Cleaning Machinery Co.**  
**Superior Rug Machinery Co.**  
**United Vacuum Appliance Corp.**

**ZEOLITE**

**Belen Industrial Equipment Div.**  
**Cochran Corp.**  
**Culligan Zeolite Co.**  
**Elgin Softener Corp.**  
**Grave Tank & Mfg. Co.**  
**Hungerford & Terry, Inc.**  
**Infilco, Inc.**  
**Kearney Softener & Filter Co.**  
**Liquid Conditioning Corp.**  
**National Aluminate Corp.**  
**Fernutt Co.**  
**Refinite Corp.**  
**Rennsch Products Corp.**  
**Staver Water Softener Co.**  
**Zero Water Softener Mfg. Co.**

**ZIPPER REPAIR AND EQUIPMENT SUPPLY**

*See: Fasteners, Slide, Repair Equipment and Tools*

**ZIPPERS**

*See: Fasteners, Slide*

**BOLD TYPE LISTINGS**

*Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.*

# Trade Names

## products used in the laundry industry ..... and their manufacturers

### A

- A-B, marking tags, Boston Clip & Tag Co.  
 AB, sock tag, Boston Clip & Tag Co.  
 ACIS, concentrated liquid stripper and reducing agent, Carman & Co., Inc.  
 ATC, controls and regulators, time switches, Automatic Temperature Control Co., Inc.  
 ABEST, cleaning machine, Abest Equipment Co.  
 ARBO-SOFT, water softener, Kinco Boiler & Engineering Co.  
 ACADEMY, digester, West Side Corp.  
 ACCELERATOR, water softeners, Indico, Inc.  
 ACE, drycleaning tumblers and solvent reclaimers, Ace Cabinet Corp.  
 ACE, rubber hose, Ace Hose & Rubber Co.  
 ACE, stapler, staples, Ace Fastener Corp.  
 ACE, starch cookers, Hammend Laundry-Cleaning Machinery Co.  
 ACE OF HEARTS, red indelible ink, Boston Clip & Tag Co.  
 ACE OF SPADES, black indelible ink, Boston Clip & Tag Co.  
 ACETEX, sour, Bond Chemical Co., Inc., Crescent Div.  
 ACETI SOUR, sour for drycleaners, Standard Chemical Works Co.  
 ACKER EQUALIZER, tilting steam trap for steam drainage, boiler feeding and deaeration, W. M. Ackers Organisation, Inc.  
 ACME, folding box, Roseenthal Paper Co.  
 ACME, laundry soap and builders, powder, Acme Soap Co.  
 ACME BRAND, hat chemical and bleach, Acme Hatters Supply Co.  
 ACME F.O.V., fuel oil treatment, Acme Industrial Compounds Corp.  
 ACME SCALE OUT, boiler feed water treatment, Acme Industrial Compounds Corp.  
 ACME SODI STOP, snot remover, Acme Industrial Compounds Corp.  
 ACCOUTSOLIGHT, coustical paint, U. S. Gutta Percha Paint Co.  
 ACTICAR, odor, taste removal filter, Hungerford & Terry, Inc.  
 AC TREATMENT, anti-corrosion water treatment, Elgin Softener Corp.  
 ADAFT-O-MATIC, finishing machine, J. W. Steele & Co.  
 ADCO, detergent, wet paste soap, rug shampoo, Adco, Inc.  
 ADCO ATOMIZER, soap dispenser, Adco, Inc.  
 ADCO FUME, liquid gas fumigant, Adco, Inc.  
 ADCO SUDS, drycleaning soap, Adco, Inc.  
 ADD-A-UNIT, curtain stretcher, Roseenthal Mfg. Co.  
 ADD-A-UNIT, shirt-sorting bins, Time Savers, Inc.  
 A. D. FLAME PROOFER, fire repellent, Huntington Laboratories  
 ADJUSTA-FORM, steam-air finisher, Wichita Precision Tool Co., Inc.  
 ADJUSTIT, adjustable garment hangers, Hopkin Equipment Co.  
 ADJUST-O-FEEDER, constant rate proportioning pump, Proportioners, Inc.  
 ADPOK, expansion joints, steam traps, water heaters, American District Steam Co.  
 A. E. PERFECT SPREAD, stokers, American Engineering Co.  
 AERO, double collar support, J. W. Steele & Co.  
 AERO-MAGNETTE, circuit breaker, Heinenman Electric Co.  
 AIHO PRODUCTS, bleaches, sulfonated and turface and oil, Arnold-Hoffman & Co., Inc.  
 AIR CHIEF, truck tires, Mohawk Rubber Co.  
 AIRCON, continuous conditioning tumbler, American Laundry Machinery Co.  
 AIRCRAFT, drying tumbler, American Laundry Machinery Co.  
 AIRFORM, coat and jacket shapers, U. S. Hoffman Machinery Corp., Valetor Div.  
 AIR-LOK, cuff-drying hanger, H. D. Bernard & Son  
 AIROCOLD, industrial gas burners, National Alro Burner Co., Inc.  
 AIRTEMP, air-conditioning equipment, Chrysler Corp., Airtemp Div.  
 AIRVENT, ventilating examples for Network towers, American Laundry Machinery Co.  
 AIRWAY, cuff cleaner, Kirk's Leather Cleaners  
 AIRWAY, laundry and hair-removal type drier, American Laundry Machinery Co.  
 AIRXPEL, traps, Wright-Austin Co.  
 A-JACKS, controls and regulators, combustion stokers, Chicago Automatic Stoker Co.  
 AJAX, drycleaning, laundry presses, Western Laundry Press Co.  
 AJAX, securing cleaners, Colgate-Palmolive-Peet Co.  
 AKAUSTAN, fire retardant, General Dyestuff Corp.  
 AKRO, garment bags, Akro Paper Co.  
 AKTIV, stain opener, Turco Products, Inc.  
 AKUSAKA, wax, T. G. Cooper & Co., Inc.  
 ALBANY, greases, oils, Adam Cook's Sons, Inc.  
 ALBAPHOR, textile whitener, Carlin's Chemical Co., Inc.  
 AL-BEX, stain remover, Spix Products Co.  
 ALBONE, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.  
 ALEMITE, lubricants and oils, lubricating equipment, Stewart-Warner Corp., Alemite Corp.  
 ALEMITE VERSATIL, spray equipment, Stewart-Warner Corp., Alemite Corp.  
 ALERT, boilers, Alert Engineering Products  
 ALERT, fire extinguishers, American-La France-Foamite Corp.  
 ALERT, watchmen's clocks, Detex Watchclock Corp.  
 ALFCA, fire extinguishers, American-La France-Foamite Corp.  
 ALFCONSPRAY, nozzles, American-La France-Foamite Corp.  
 ALFITE, carbon dioxide type fire extinguisher, American-La France-Foamite Corp.  
 ALFOAM, fire extinguishers, American-La France-Foamite Corp.  
 ALGONOUIN, soap, Lewis National Corp.  
 ALIZARINE, aniline dyes, American Aniline Products, Inc.  
 ALKALATE, laundry detergent, Diamond Alkali Co.  
 AL-KLOB, liquid drycleaning detergent, Davien-Yong Soap Co.  
 ALKOLUBE, alkali, Washine National Sands, Inc.  
 ALKOSOL, alkali soap builder, Carbon Chemical Co., Inc.  
 ALL COLOR, black, Warner Laboratories  
 ALLEGHENY METAL, stainless steel, Allegheny Ludlum Steel Corp.  
 ALLEN, electric steam generators, steam electric and electric irons, H. F. Cooper & Co.  
 ALLEN WALKER, alkali washing machines, National Cash Register Co.  
 ALLIED, promotional material, Allied Printing & Stationery Co., Inc.  
 ALLIGATOR, belt fasteners, belt cutters, Flexible Steel Lacing Co.  
 ALL-IN-ONE, air-conditioning unit, Chrysler Corp., Airtemp Div.  
 ALL-IN-ONE, drycleaning systems, filters, washers, All-In-One Mfg. & Supply Co.  
 ALL IN ONE, zipper repair kit, spitting gun, press clamp, sleeve formers, Newhouse Co.  
 ALL-PURPOSE, soap, Thompson-Hayward Chemical Co.  
 ALL-PURPOSE, starch, A. E. Staley Mfg. Co.  
 ALLSET, unit set forms, Egly Register Co.  
 ALL-STEEL, scales, Trimer Scale & Mfg. Co.  
 ALLWAY, trouser shaper, Hoebeck Div., American Laundry Machinery Co.  
 ALLWEATHER, fire extinguisher, American-La France-Foamite Corp.  
 ALL WIRE, garment hangers, Star Service Hardware Div., A. Young Spring & Wire Corp.  
 ALMCON, automatic washing control, American Laundry Machinery Co.  
 ALBITE, pins, trays and tray cabinets, marking pins, Arco-Davis Co.  
 ALROLENE 78, petroleum drycleaning detergent, Alro Chemical Co.  
 ALROLENE 63, synthetic drycleaning detergent, Alro Chemical Co.  
 ALROFOL, water repellents, Alro Chemical Co.  
 ALROSENE 31, synthetic detergent, Alro Chemical Co.  
 ALROSEPT, disinfectant, Alro Chemical Co.  
 ALROSOIL, wet or dry detergent, Alro Chemical Co.  
 ALUMEX 36, 60, 76, high alumina firebrick, kiln liners, Mexico Refractories Co.  
 ALUMIKOTE, aluminum paint, Vita-Var Corp.  
 ALUMINOX, high luster aluminum paint, Subco, Inc.  
 ALUMINUM OILITE, bearings and parts, Chrysler Corp., Amples Div.  
 ALVANOL, synthetic wetcleaning soap, Allen & Vickers, Inc.  
 ALVOR, oil control, Lankenheimer Co.  
 AMACEL, acetate dyes, American Aniline Products, Inc.  
 AMAFORM, dyeing agent, American Aniline Products, Inc.  
 AMALAN, dyestuffs, American Aniline Products, Inc.  
 AMALIE, oils and greases, L. Sonneborn Sons, Inc.  
 AMANTHRENE, aniline dyes, American Aniline Products, Inc.  
 AMAFRO UNION, aniline dyes, American Aniline Products, Inc.  
 AMAZON, washing powder, Swift & Co.  
 AMAZONE, ozone generators, American Ozone Co.  
 AMBER, all-metal sleeve board, sleeve press board, press clamp, steam iron stand, iron stand, iron rest, Amber Mfg. Co.  
 AMBER FLAKES, neutral talloil soap, Procter & Gamble Distributing Co.  
 AMCO, ink and inked pads for numbering machines, American Numbering Machine Co.  
 AMERICAN, continuous towel cabinets, paper towel cabinets, Steiner Sales Co.  
 AMERICAN, curtain and blanket finishing equipment, American Laundry Machinery Co.  
 AMERICAN, drying and deodorizing cabinet, American Laundry Machinery Co.  
 AMERICAN, network feeder and spreader, American Laundry Machinery Co.  
 AMERICAN, high-speed tumblers, American Laundry Machinery Co.  
 AMERICAN, laundry and drycleaning solid curb extractors, American Laundry Machinery Co.  
 AMERICAN, paint removing solvent, Adco, Inc.  
 AMERICAN, starch cookers, American Laundry Machinery Co.  
 AMERICAN, water meters, Buffalo Meter Co.  
 AMERICAN, wearing apparel, linen supply and other special purpose press units, American Laundry Machinery Co.  
 AMERICAN AIRCRAFT, tumblers, American Laundry Machinery Co.  
 AMERICAN AUTOMATIC, drycleaning tumblers, temperature controls, American Laundry Machinery Co.  
 AMERICAN BEAUTY, electric flatirons, American Electrical Heater Co.  
 AMERICAN CASCADE, washers, American Laundry Machinery Co.  
 AMERICAN FOMATIC, shirt unit, American Laundry Machinery Co.  
 AMERICAN-LA FRANCE, fire extinguishers, American-La France-Foamite Corp.  
 AMERICAN MODEL "S", super and master ironers, American Laundry Machinery Co.  
 AMERICAN MONARCH, washers, American Laundry Machinery Co.  
 AMERICAN MUROZA, feather cleaning and sterilizing system, American Laundry Machinery Co.  
 AMERICAN O. T., drycleaning extractor, American Laundry Machinery Co.  
 AMERICAN SUPER SPEED, tumblers, American Laundry Machinery Co.  
 AMERICAN SYSTEM, shirt conveyors and presses, American Laundry Machinery Co.  
 AMERICAN TYPE A and TITI: C, semi-automatic washer controls, American Laundry Machinery Co.  
 AMERICAN VISIBLE, hand numbering machine, American Numbering Machine Co.  
 AMERICAN ZONE-AIR, feather reconditioning unit, American Laundry Machinery Co.  
 AMERICAN ZONE-AIR, laundry and drycleaning tumblers, American Laundry Machinery Co.  
 AMES, boiler engines, etc., Ames Iron Works  
 AMESTAM, steam generator, Ames Iron Works

AMICO, washers and extractors, U. S. Hoffman Machinery Corp.  
 AMINOL, drycleaning detergent, Trico Chemical Div., Tri-State Equipment Co.  
 AMMOCADE, laundry sterilizer, mildew preventative, Carlton Chemical Co., Inc.  
 AMODREX, extractor covers, Patik & Co.  
 AMPLEST, a type of free-vane air-operated controller, Bristol Co.  
 AMSCA, high-flash Standard solvent, 140F solvent, special naphtha, American Mineral Spirits Co.  
 AMYLINE, laundry starches, National Starch Products, Inc.  
 ANDERSON, pipe-line strainers, steam traps, V. D. Anderson Co.  
 ANGELICA, washable service apparel, Angelica Uniform Co.  
 ANOLITE, anhydrous ammonia, R. R. Street & Co., Inc.  
 ANSUL, fire extinguishers, Ansul Chemical Co.  
 ANTHONY, oil burners, pipe-line strainers, valve, Anthony Co.  
 ANTHONY NEBULITE, gas, gas-oil, oil burners, torches, Anthony Co.  
 ANTI-CRUSH, double collar supports, J. W. Steele & Co.  
 ANTI-HYDRO, leather belt cement, Webb Belting Co.  
 ANTI-BOLLS, checks rolling on flatwork ironers, H. Kohnstamm & Co., Inc.  
 ANTYPRIN, active fungicide and germicide, Carnam & Co., Inc.  
 APACHE, soap builder, Wyandotte Chemicals Corp.  
 APO 140, flash naphtha, Anderson-Frichard Oil Corp.  
 APPLGATE, indelible ink (silver base), laundry marking pens, linen marking machine (hand, foot and motor power), Applgate Chemical Co.  
 APPLKET, powdered aluminum acetate, Arnold-Hoffman & Co., Inc.  
 AQUA PROOF, water repellents, Anderson-Campbell & Co.  
 AQUALOL, paint, oil, grease spotter, A. F. Wolke Co.  
 ARABOL, starch, Arabol Mfg. Co.  
 ARBUTUS, soap, Minnesota Chemical Co.  
 ARC-HEAT, oil burners (steam atomizing), American Heat Corp.  
 ARCTIC CRYSTAL, all-tallow soap and granulated flakes, Colgate-Palmolive-Peet Co.  
 ARCTIC SYNTEX, synthetic detergents, Colgate-Palmolive-Peet Co.  
 ARIDEX, renewable water repellent, K. I. du Pont de Nemours & Co., Inc.  
 ARISTOCRAT, pillow tickers, R. Lally Co.  
 ARISTOCRAT, safety pins, William Prym, Inc.  
 ARK BRAND, waterproof leather belting, Philadelphia Belting Co.  
 ARE-VAG, leather belting, Philadelphia Belting Co.  
 ARLAC PAWNEE, alkali, soap builder, Wyandotte Chemicals Corp.  
 ARM, phosphate and industrial chemicals, A. R. Meas Chemical Co.  
 ARMA, marking machines, daily delivery tags, loop tags, dispenser tags, day tags, safety pins, Pittsburgh Tag Co.  
 ARMSTRONG, humidifiers, strainers, traps, Armstrong Machine Works  
 ARMS, 1870, rayon, wool press cloth, Arms Textile Mfg. Co.  
 ARRESTO-MOTH, mothproofing compound, Pennsylvania Salt Mfg. Co.  
 ARROW, cold fastness, Low Mfg. Co.  
 ARROW, sponge pads, Arrow Mfg. Co.  
 ARSBESTAL, press covers, Gustin-Kramer Co.  
 ASBESTEX, asbestos covers, S. S. Smith, Inc.  
 ASHVEYOR, pneumatic conveyor system, Brady Conveyor Corp.  
 ASSISTEX, concentrated drycleaning soap, Takami Laboratory, Inc.  
 ATLANTIC, non-sour blue, Beach Soap Co.  
 ATLAS, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 ATLAS, truck bodies, Atlas Body Co.  
 ATLAS FIRE RETARDANT, flameproof agent, H. Kohnstamm & Co., Inc.  
 ATLAS GRAVITY FEEDER RACK, for flatwork ironers, Atlas Steel Products, Inc.  
 ATLAS MOISTURE CONTROL, for control of moisture retention in laundry extractors, Atlas Steel Products, Inc.  
 ATLAS RUST SOUR, sour, H. Kohnstamm & Co., Inc.  
 ATOMIC, drycleaning systems, wet washers, Hammond Laundry-Cleaning Machinery Co.  
 ATOMOL, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.  
 ATTASOL, colloidal clay, Attapulgus Clay Co.  
 ATTOSOL, for glass and cleaning fluid, Bernard Street Co.  
 AUTOGRAPHIC, registers, business forms, Auto-graphic Register Co.  
 AUTO-KLEAN, filter, Cuno Engineering Corp.  
 AUTO-LEVEL, boiler return system, Spotswood Parker & Co.  
 AUTO-LITE, gauges, indicating and recording thermometers, Electric Auto-Lite Co.  
 AUTOMATIC, lubricators, Victor Lubricator Sales Co.  
 AUTOMATIC, spray guns, OlsenMark Corp.  
 AUTOMATIC PALLET LOADER, automatic stacking of cartons, Lamson Corp., Blower Div.  
 AUTO-PEA, concrete, drycleaning unit, Vic Cleaning Machine Co.  
 AUTOSKI, a type of free-vane air-operated controller, Bristol Co.

AVACHLOR, drycleaning soap for synthetic solvents, Allen & Vickers, Inc.  
 AVAGLO 30, drycleaning soap, Allen & Vickers, Inc.  
 AVER, dry spotter, wet spotter, ring soap, upholstery cleaner, hot cleaning soap, hot sizing, Allen & Vickers, Inc.  
 AXIAL-FLOW, exhaust fan, DeLatholot Fans Div., American Machine & Metals, Inc.  
 AXIPLO, exhaust fan, Shurtzoff Div., Westinghouse Electric Corp.  
 AXTEX, first quality, stiff mud firebrick, Mexico Refractories Co.  
 AYR-MOR, automatic washers, drycleaning systems, Ayer-Mor Machinery Co.

## B

B & G, conveyors, all types, B & G Machinery Co.  
 B-C, collar support, clamp, loop, J. W. Steele & Co.  
 B. N. D., concentrated liquid drycleaning detergent, Benda Products, Inc.  
 B-N, bloodstain remover, John P. Lynch Co.  
 BADER, yeast stretchers, L. Bader Co., Inc.  
 BADGER, break powder, Minnesota Chemical Co.  
 BADGER, liquid soap, Colgate-Palmolive-Peet Co.  
 BAFFLE-CRETE, for monolithic baffles construction, Mexico Refractories Co.  
 BAG-O-MATIC, combined bagger, service desk, bag storage rack, G. H. Bishop Co.  
 BAG-O-TEAR, garment bagger, G. H. Bishop Co.  
 BAINSON, centrifugal humidifier, Bainson Co.  
 BALANCED DRIVE, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 BALSAM-WOOL, blanket insulation, Wood Conversion Co.  
 BAND BOX, drycleaning systems, synthetic solvent, Band Box Corp.  
 BANNER BAND, button, buckle, pinning, stitching, darning machines, Massat Button & Supply Co.  
 BANTAM, autographic registers, Autographic Register Co.  
 BANTAM, net, Southern Mills, Inc.  
 BARCO, loose steam revolving and swing joints, Barco Mfg. Co.  
 BARRELED SUNLIGHT, enamel, paints, varnishes, U. S. Gotta Percha Paint Co.  
 BAR-RUST, inhibitive paint for steel and pipe, exterior and interior, Midland Paint & Varnish Co.  
 BASKE TRUCK, wire basket truck, G. H. Bishop Co.  
 BASSICK, centers, wheels, Benick Co.  
 BEACHRITE, built soap, Beach Soap Co.  
 BEATS-ALL, covers, nets, padding, Tugue, Brown & Co.  
 BEAU-CLEAN, drycleaning soap, Murphy Sales Co.  
 BEEHIVE, spring padding, Western Laundry Press Co.  
 BEGG-TURNER, boiler baffles, Pittsburgh Jobless Firebrick Co.  
 BELCO, water softeners, Belco Industrial Equipment Div.  
 BELCOLITE, sealite, Belco Industrial Equipment Div.  
 BEL-JO, starch, A. E. Staley Mfg. Co.  
 BELLMASTER, mechanical pipe joint for cast iron pipe, Dresser Mfg. Div., Dresser Industries, Inc.  
 BELMONT, gaskets, packings, Belmont Packing & Rubber Co.  
 BELT-ZIP, belt hanger, Para-Lux Products Co.  
 BENDA, liquid drycleaning soap, Benda Products, Inc.  
 BENDA-ZYME, digester, Benda Products, Inc.  
 BENDIX, seamless flexible metal hose, Kellogg-Pepper Div., Benda Aviation Corp.  
 BENDOVER, cuff fasteners, A. Kimball Co.  
 BENSAPO, scouring agent, Jacques Wolf & Co.  
 BENZOCARDINOLE, OXO, detergent, Apex Chemical Co., Inc.  
 BERGER, metal lockers, shelving, cabinets, bins, Republic Steel Corp.  
 BERKSOL, drycleaning soap, Stadham Co., Inc.  
 BERKESTRIP, stripper, Stadham Co., Inc.  
 BERKSUD, synthetic detergent, Stadham Co., Inc.  
 BERLOU, mothproofing agent, Berlou Mfg. Co.  
 BERSONITE, built soap, Stadham Co., Inc.  
 BESLER, steam generators, superheaters, Besler Corp.  
 BESTOS, asbestos covers, padding, Tugue, Brown & Co.  
 BEST YET, cellophane ribbon, cotton twines, New York Twine Co.  
 BIFURCATOR, dust fan, DeLatholot Fans Div., American Machine & Metals, Inc.  
 BIG CHIEF, laundry soda, Southern Mills, Inc.  
 BIG CHIEF, wood washer, Illinois Laundry Machinery Mfg. Co.  
 BIG 4, stripper, Eaton Chemical & Dyestuff Co.  
 BIG HORN, bentonite clay, Wyocona Mining Co.  
 BIG HORN WYOMING, colloidal clay, Wyocona Mining Co.  
 BIG INCH, pressure-sensitive tape dispensers, Better Packages, Inc.  
 BIGMOUTH, shake-out tumbler, Parbett Mfg. Co.

BILLBOARD, painted trouser guards, Carment Hanger Co.  
 BILLINGSLEY, extractors, filters, washers, Billingsley Machinery Co.  
 BILVIX-X, detergent and soap builder, Warco Laboratories  
 BIONOLA, germicide, General Dyestuff Corp.  
 BIOPAL, germicidal detergents, General Dyestuff Corp.  
 BISHOP, laundry, drycleaning production equipment, G. H. Bishop Co.  
 BISONITE, plastic coating, Washine National Sands, Inc.  
 BIXBER 200, fur and leather cleaning aid, Bixber Research, Inc.  
 BIXLER, conveyor, National Marking Machine Co.  
 BLACK LINE, knitted padding, Minnesota Chemical Co.  
 BLACK MAGIC, pipe-sealing compound, gasket cement, Bowers, Inc.  
 BLACKMOR, rotary band and power pump, Blackmor Pump Co.  
 BLACK OUT, ink remover, J. L. Hardin Co., Inc.  
 BLANCH-STIK, stain remover, Keystone Aniline & Chemical Co., Inc.  
 BLANCO, all fabric stripper, Keystone Aniline & Chemical Co., Inc.  
 BLANKETMASTER, blanket washing machine, Hopkins Equipment Co.  
 BLAZE-FRUI, flameproofers, Cromland Mfg. Co., Inc.  
 BLENDOL, drycleaning soap, R. B. Street & Co., Inc.  
 BLESSING, bag maker, Blessing Packaging Co.  
 BLOOD-CATER, spot remover, W. F. Johnson Products Co.  
 BLOOD-MUV, stain remover, Packings Chemical Co.  
 BLOOD-SOL, blood remover, Murphy Sales Co.  
 BLOOD-X, concentrated liquid enzyme, Huntington Laboratories  
 BLUE BELLA, blue, H. Kohnstamm & Co., Inc.  
 BLUE BONNET, blue, H. Kohnstamm & Co., Inc.  
 BLUE-EDGE, aprons, workshaps, Lewis National Corp.  
 BLUE LABEL, tallow soap, Beach Soap Co.  
 BLUE LINE, collar supports, hangings, dirt hands, necktie hangers, Loxton Industries, Inc.  
 BLUE RIBBON, laundry nets, Southern Mills, Inc.  
 BLUE RIBBON, polishes, waxes, International Metal Polish Co.  
 BLUE RIDGE, leather belting, waterproof leather belting, Charlotte Leather Belting Co.  
 BLUE STAR, feed ribbon, L. H. Gilmer Co., Div. U. S. Rubber Co.  
 BLUE STREAK, rayon nets, Whitehouse Products, Inc.  
 BLUE STRIFE, cover cloth, padding, William E. Hopper & Son  
 BLUFFIXE, sour, H. Kohnstamm & Co., Inc.  
 BLUFFIXE EXTRA-SOLUBLE, sour, H. Kohnstamm & Co., Inc.  
 BLURK, sour, Hood Chemical Co., Inc., Crested Div.  
 BLU-TINT, laundry sour, Johnson Chemical Industries, Inc.  
 BLUTONE, liquid blue, E. F. Drew & Co., Inc.  
 BOCK, drycleaning, laundry extractors, Beck Laundry Machine Co.  
 BOCONIZE, mothproofing compound, Boco Chemical Co.  
 BOOLE, motors, generators, Helen Industrial Equipment Div.  
 BOILA KLEEN, boiler compound, Patik & Co.  
 BOILER SAN, boiler compound, Huntington Laboratories, Inc.  
 BOILER SOLDER SEAL, metal powder for boiler repairs, Radiator Specialty Co.  
 BONASOL, textile dyeing assistants, American Aniline Products, Inc.  
 BOND, truck casters, Bond Foundry & Machine Co.  
 BONE-DRI, water repellent, Benda Products, Inc.  
 BONIS, fur drums, fur sewing machine, Bonis Bros. Fur Machinery Corp.  
 BOYSTER, short unit, Unipress Co., Inc.  
 BOYCHLOR, liquid bleach, H. Kohnstamm & Co., Inc.  
 BOSTITCH, cuff tackers, stapling machine, staples, Bostitch, Inc.  
 BOWSER, stiles, filters, Bowers, Inc.  
 BRANFORD, oil burners, Malibale Iron Fittings Co.  
 BREADY, hot water heater, Bready Engineering Corp.  
 BREAK-AID, solvent pine oil, Thompson-Hayward Chemical Co.  
 BREAK-O, break powder, Swift & Co.  
 BREAK-CHOC, soap regenerator, Thompson-Hayward Chemical Co.  
 BREAKSTN, break detergent, E. F. Drew & Co., Inc.  
 BREASLER, controls, Breasler Engineering Service  
 BRESK, break compound, Procter & Gamble Distributing Co.  
 BRIDGEPORT, copper water tubing, Bridgeport Brass Co.  
 BRIGHTGLD, wetcleaning detergent, Mercon Products Co.  
 BRILLIANTONE, sour, G. S. Robbins & Co., Inc.  
 BRILLO, press pads, Brillo Mfg. Co., Inc.  
 BRISTO, multiple spines, socked set screws, nail, low head cap screws, Bristol Co.  
 BRISTOL, starch, H. Kohnstamm & Co., Inc.  
 BRISTOL'S, instruments, Bristol Co.



**WHITE**, power drenching soap, Keystone Aniline & Chemical Co., Inc.

**WHITE-WHITE**, laundry blue, Washline National Laundry, Inc.

**WHITES**, scour, powdered soap, Van Chemical Co.

**WIL-TONE**, drenching concentrate, Spix Products Co.

**WUZENE**, drenching soap, Fats & Co.

**BROWN EDGE**, press and trimmer, pads and padding, John T. Manley Co., Inc.

**BROWNELL**, boilers, heat exchangers, stokers, General Co.

**BUNNER**, air compressors, air conditioners, refrigeration condenser, Brunner Mfg. Co.

**BRUSH-AWAY**, hand-brushing drenching soap, Raychem Products Co.

**BRUSHENE**, hand-brushing soap, Keystone Aniline & Chemical Co., Inc.

**BRUSH-KLEEN**, brushing soap, Adco, Inc.

**BRUSH-OUT**, drenching soap, Caled Products Co., Inc.

**BRYAN**, boilers, Bryan Steam Corp.

**BUCKEYE**, drenching wash, American Laundry Machinery Co.

**BUCKEYE**, soap, spotters, hand leather dressing, water repellent, paint, rug and upholstery shampoo, Davies-Young Soap Co.

**BUCKEYE KLORENE**, spotter, Davies-Young Soap Co.

**BUCKEYE LIQUA-BREAK**, borek and stain remover, Davies-Young Soap Co.

**BUCKEYE WET SPOTTER**, all-around wet spotter, Davies-Young Soap Co.

**BUCKEYE ZYMATIC**, digestive spotter, Davies-Young Soap Co.

**BUDA**, industrial trucks, Buda Co.

**BUFF**, alkali compound, special detergent, E. W. Davis & Co., Inc.

**BUFFALO**, extractor, filter, still, Gross Machinery Co., Inc.

**BULLDOG**, nylon laundry nets, metal press pads, S. S. Smith, Inc.

**BURANOL**, ethylamine stain and blood remover, Spix Products Co.

**BUNN**, bundle-tying machine, B. H. Bunn Co.

**BURBAK**, cotton padding, Pittsburgh Water-repellent Co.

**BURBORN**, boiler water treatment, Hagas Corp.

**BURROUGHS**, accounting, adding, bookkeeping, calculating, cash-registering machines, business machine supplies, Burroughs Adding Machine Co.

**BUSSARD**, spoiled pants pocketing, R. D. Busard & Son

**BUTLER**, boiler water treatment, mechanical descaler, Butler Engineering Co.

**BUTLER**, drenching plant equipment, Butler Mfg. Co.

**BUTTON-NO-BUTTON**, lump and clasp, J. W. Steele & Co.

## C

**C-50**, drenching detergents, Nu-Pro Mfg. Co.

**C-H**, electrical equipment, Cutler-Hammer, Inc.

**C-L**, washers, extractors, Cummings-Landau Laundry Machinery Co., Inc.

**CA**, air retardant, E. I. du Pont de Nemours & Co., Inc.

**CMH**, expansion joints, Chicago Metal Hose Corp.

**C** & **C**, cleaning powder, Swift & Co.

**CALEDO**, drenching laundry, starch extractors, wood laundry washer, wood cylinders, California Laundry Equipment Co.

**CALGON**, detergents, metaphosphate, rug cleaning and finishing compound, ratings, sodium metaphosphate, solvent, lime soap, water conditioners, chemical water softeners, Calgon, Inc.

**CALICO**, medium-fiber built soap, Procter & Gamble Distributing Co.

**CALLANEY**, knitted nylon nets, Callaway Mills, Inc.

**CAL-SILITE**, pipe-covering blocks, Ruberoid Co.

**CAL-SOAP**, drenching soaps, Caled Products Co., Inc.

**CAMBRIDGE**, electrical and mechanical precision instruments, Cambridge Instrument Co., Inc.

**CAMELFORMS**, laundry shells, Campbell Box & Ice Co.

**CAMELYTAGS**, laundry tags, Campbell Box & Ice Co.

**CAMELO**, starch, A. E. Staley Mfg. Co.

**CAMERON**, pumps, Ingersoll-Rand Co.

**CAMPBELL**, MICRONETIC, water and signal alarms, J. A. Campbell Co.

**CANTON**, stokers, Canton Stoker Corp.

**CAPITAL**, marking tags, U. S. Marking Tag Co.

**CAPITAL**, posters, display frames, inserts, Paramount-Filler, Inc.

**CAPITOL**, paint and grease remover, Allon & Vickers, Inc.

**CARBEX**, silicon carbide super-refractory brick, McLeod & Henry Co., Inc.

**CARBIDE METHANOL**, alcohol, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARBOTOL**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARBON-IDE**, spot remover, Enclostone Chemical Co.

**CARBON-TET**, synthetic cleaning fluid, E. I. du Pont de Nemours & Co., Inc.

**CARBON SORB**, laundry chemical, Diamond Alkali Co.

**CARBONIDE**, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARCO**, marking-machine ink, type cleaner, ink thinner, Carman & Co., Inc.

**CARCO**, press head cleaner, Carman & Co., Inc.

**CARCO**, wire hangers, trouser guards, Carman & Co., Inc.

**CARCODERM**, hand lotion for drycleaners, Carman & Co., Inc.

**CARCOFLEX**, plasticizing agent for plastic or resin-treated fabrics, Carman & Co., Inc.

**CARCOLENE**, general spotter, Carman & Co., Inc.

**CARCO SORB**, neutralizing agents, Carman & Co., Inc.

**CARCOSUDS**, rug shampoo, Carman & Co., Inc.

**CARCOVAN**, light trunk body, Pacific Car & Foundry Co.

**CARDING**, wire hooked bottle brush, American Freshboard Co., Inc.

**CAROGRAPH**, addressograph machine, Addressograph-Multigraph Corp.

**CAREYCLAD**, roof coating, Philip Carey Mfg. Co.

**CAREYCRETE**, mastic flooring, Philip Carey Mfg. Co.

**CAREYDUCT**, asbestos dust, Philip Carey Mfg. Co.

**CAREY'S SALT**, salt tablets, dispensers, Carey Salt Co.

**CAREYSTONE**, asbestos-cement roofing, siding, Philip Carey Mfg. Co.

**CARLI**, metal products, Chas. W. Carl Sons

**CARLTONITE**, synthetic detergent laundry washing compound, Carlton Chemical Co., Inc.

**CARMAN**, machine press ink, Carman & Co., Inc.

**CARMANETS**, nylon nets, Carman & Co., Inc.

**CAR-NA-CRETE**, concrete paint, Continental Car-Na-Var Corp.

**CAR-NA-KLEEN**, floor cleaner, Continental Car-Na-Var Corp.

**CAR-NA-LAC**, self-polishing heavy-duty floor wax, Continental Car-Na-Var Corp.

**CAR-NA-SEAL**, phenolic resin seal for wood and porous floors, Continental Car-Na-Var Corp.

**CAR-NA-VAR**, upholstery and carpet cleaning machine, liquid spirit wax requiring boiling, Continental Car-Na-Var Corp.

**CARRIER**, air-conditioning, heating, refrigerating systems, Carrier Corp.

**CARVEL**, nylon covering, press covers, Carman & Co., Inc.

**CARVER**, centrifugal pumps, Carver Pump Co.

**CASCADE**, mechanical unloading washer, laundry washers, automatic washing control, American Laundry Machinery Co.

**CASCADE**, nets, H. Kohnstamm & Co., Inc.

**CASH'S**, woven names, labels, markers, tape, J. & J. Cash, Inc.

**CASH'S NO-50 CEMENT**, labels, markers, tape, J. & J. Cash, Inc.

**CASH STANDARD**, valves, regulators, A. W. Cash Co., Inc.

**CAST-REFRACT**, refractory materials, Quigley Co., Inc.

**CATERPILLAR**, diesel engine, Caterpillar Tractor Co., Inc.

**CAU-FLAN**, flannel cotton pads, X. S. Smith, Inc.

**CAUSUL**, gate valve, Lunkenheimer Co.

**CEDAR SHIELDS**, storage bags, Rassenden Bag Co., Inc.

**CEGLIN**, finish for textiles, Sylvania Industrial Corp.

**CELANESE**, dyes, American Aniline Products, Inc.

**CELA-SOL**, paint remover, National Cleaners Chemical Mfg. Co.

**CELATINT**, tints for acetate yarn, American Aniline Products, Inc.

**CELECTRAY**, photoelectric pyrometer, C. J. Tagliabue Div., Portable Products Corp.

**CELITE**, filter aids (diatomaceous silica), Johns-Manville

**CELLONIZE**, sizing, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CELLSOLVE**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CELLULOSE**, drenching soaps, J. L. Hardin Co., Inc.

**CELOFORM**, spotter, Keystone Aniline & Chemical Co., Inc.

**CEMENTKOTE**, cement, brick paint, Tropical Paint & Oil Co.

**CENTURY**, motors, generators, Century Electric Co.

**CENTURY BRAND**, sodium perborate, Eaton Chemical & Dye-Stuff Co.

**CERFAK**, detergents, E. F. Houghton & Co.

**CERTI-CIDE**, demulsifying liquid, Certified Chemical & Equipment Co.

**CERTIFIED**, low-suds neutral soap flakes, Armour & Co.

**CERTI-FOAM**, upholstery cleaner, Certified Chemical & Equipment Co.

**CETIC-X**, odorless liquid sour, Warco Laboratories Corp.

**CHACE**, automatic wash valves, W. M. Chace Co.

**CHALLENGER**, stokers, Link-Belt Co.

**CHAMBERS**, laundry and drenching extractors, Chambers Extractor Co.

**CHAMPION**, laundry nets, John T. Stanley Co., Inc.

**CHAMPION**, Model press pad, Rosillo Co.

**CHAMPION**, water heaters, Crane Co.

**CHAMPION CASCADE**, laundry washer, American Laundry Machinery Co.

**CHANDLER**, fur cleaning, repair and storage equipment and supplies, Chandler Sales & Service Co.

**CHANDLER**, pivoting, darning, button-sewing machines, button thread, Chandler Machine Co.

**CHASE**, brass and copper products, Chase Brass & Copper Co.

**CHAT**, detergent, General Aniline & Film Corp., Special Products Sales Div.

**CHATTILON**, sales, trucks, John Chatillon & Sons

**CHIEF-O-FEEDER**, constant rate proportioning pump, Proportioners, Inc.

**CHIEVO**, belt closer, Samuel Chevin Co., Inc.

**CHEVROLET**, motor trucks, Chevrolet Motor Div., General Motors Corp.

**CHIEF**, laundry mildewproofing agent, Cides Corp.

**CHIEKIT**, unit system for production control, Carman & Co., Inc.

**CHIC**, sizing for wetcleaning, Fats & Co.

**CHICAGO**, laundry machinery, Chicago Dryer Co.

**CHICAGO**, pearl buttons, Chicago Pearl Button Co.

**CHICAGO**, stokers, Chicago Automatic Stoker Co.

**CHICO**, alkali soap builder, Wyandotte Chemicals Corp.

**CHIEF**, rug equipment, Chief Mfg. Co.

**CHIEF**, truck tires, Mohawk Rubber Co.

**CHIEF 20**, handkerchief ironer, Hushash Div., American Laundry Machinery Co.

**CHIEF 25**, handkerchief, napkin ironer, Hushash Div., American Laundry Machinery Co.

**CHIFFON**, miniature lace soap, Armour & Co.

**CHIEVALINE**, quick-drying enamel, U. S. Gutta Percha Paint Co.

**CHLORASOL**, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CHLORESCO**, bleach (calcium hypochlorite), Cowles Chemical Co.

**CHLOREX**, chlorinated solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CHLOR-O-CEL**, sweetener, filter powder, Johns-Manville

**CHLOR-O-FEEDER**, constant rate proportioning pump, Proportioners, Inc.

**CHLOROSCOPE**, drenching soap, J. L. Hardin Co., Inc.

**CHLOROWAX 40**, liquid chlorinated paraffin, Diamond Alkali Co.

**CHLOROWAX 70**, resinous chlorinated paraffin, Diamond Alkali Co.

**CHOCTAW**, soap builder, Wyandotte Chemicals Corp.

**CHROMIX**, refractory material, Quigley Co., Inc.

**CHROMOTEXT**, detergent for rug cleaning in the plant, Matheson Chemical Corp.

**CHRISTLER-AIRTEMP**, furnaces, boilers, heaters, stokers, Chrysler Corp., Airtemp Div.

**CIDES**, mildew preventative, deodorant, mothproofing agent, Cides Corp.

**CIMCO**, cement applied to inner surface of tank, Fort Tank Maintenance Co.

**CINCH**, prespotters, Caled Products Co., Inc.

**CINO**, carpet, laundry and drenching tags, black marking ink, Fleischer Mills

**CISSELL**, cuff brushes, boards, driers, irons, W. C. Cissell Mfg. Co., Inc.

**CLAIBANESE**, cover cloth, Lewis National Corp.

**CLARCO**, unit heaters, Clargas Fan Co.

**CLARK**, fluid controls, Clark Mfg. Co.

**CLARK 60**, traps, valves, Clark Mfg. Co.

**CLEANCUT**, pinners, Masant Button & Supply Co.

**CLEAN-O-SHINE**, liquid floor cleaner, Continental Car-Na-Var Corp.

**CLEANSERTAG**, marking tag material, Hollingsworth & Vose Co.

**CLEANSER TAGS**, tags for cleaners, Sidney A. Clark

**CLEARD**, stripper, Carman & Co., Inc.

**CLEARIZE**, laundry starch, National Starch Products, Inc.

**CLEARTEX**, laundry starch, National Starch Products, Inc.

**CLEAVER-BROOKS**, steam generators, boilers, Cleaver-Brooks Co.

**CLEERZOP**, wetcleaning soap, Package Chemical Co., Inc.

**CLEVELAND**, rug and laundry machinery, Cleveland Rug Cleaning Machinery Co.

**CLEVE-O-CEMENT**, under-floor covering and resurfacing material, Midland Paint & Varnish Co.

**CLIMATE CHANGER**, unit air conditioner, Trane Co.

**CLINTON**, rug sizing, Clinton Foods, Inc.

**CLINTON 51**, thick boiling starch, Clinton Foods, Inc.

**CLIP-A-TAPE**, gummed tape dispenser, Ideal Stencil Machine Co.

**CLIPPER**, belt lacing equipment, belt cutters and fasteners, Clipper Belt Lacer Co.

**CLIX**, belt organizers, Time Savers, Inc.

**CLOMAK**, balanced detergent, Wyandotte Chemicals Corp.

**CLOPAT**, hanger protectors, dress guards, Clopat Corp.



- CLOPAY SANITEX**, garment storage bags, Clopay Corp.
- CLORE**, bleach, Pennsylvania Salt Mfg. Co.
- CLOHAFIN** chlorinated paraffin, Hercules Powder Co.
- CLOHOSHREEN**, drycleaning detergent, Riverside Mfg. Co.
- CLOHON**, bleach, Clorox Chemical Co.
- COAGULATOR**, rapid combination mixing chamber and settling basin, Hunsford & Terry, Inc.
- COATES**, electric boiler, Coates Electric Mfg. Co.
- COAT-SEAL**, interior wall coating, Steelcase Mfg. Co.
- CO-AXIAL-FLO**, filter, Zephyr Laundry Machinery Co.
- COBECO**, leather belting, cement, Cornell Belting Co.
- COCHICO**, flat leather belting, belt cement, J. B. Williams & Sons
- COCHRANE**, steam power plant, equipment, Cochran Chemical Co.
- COCCONAT OIL**, paste soap, National Cleaners Chemical Mfg. Co.
- COCOGEL**, wetcleaning soap, E. F. Drew & Co., Inc.
- COZOP**, coconut oil, wetcleaning, paste soap, Package Chemical Co., Inc.
- COLCOT**, press padding flannel, Southern Mills, Inc.
- COLDSFRAY**, built soap for cool water washing, Beach Soap Co.
- COLDWATER NAPTEX**, laundry soap, E. F. Drew & Co., Inc.
- COLD WATER NOKOMIS**, powdered soap, Minnesota Chemical Co.
- COLD WATER OZONITE**, cold water soap, Frey & Gamble Distributing Co.
- COLD WATER SOL SUDS**, soap, Lewis National Corp.
- COLGATE FORMULA 10, 20, 25, 33, 40**, neutral soap flakes and granulated built soap, Colgate-Palmolive-Peet Co.
- COLGATE KwikSOLVE**, laundry soap, Colgate-Palmolive-Peet Co.
- COLLARIIGHT**, collar ironer, shirt folding machine, Key-Tag Checking System Co.
- COLLA-RITES**, collar support, M. H. Grouner Co.
- COLLAR-SMOOTH**, collar smoother, Collar Smooth Sales Co.
- COLONIAL**, blue, superior Products Co.
- COLORIX**, stripping agent, Stauffer Chemical Co.
- COLORIFIXE**, sour, H. Kohnstamm & Co., Inc.
- COLORIFLEX**, leather dyes, Eaton Chemical & Dye stuff Co.
- COLORIGO**, powdered stripping agent, A. L. Wilson Chemical Co.
- COLORSOUT**, powder color stripper, Washline National Sands, Inc.
- COLOR SPARK**, break powders, Wyandotte Chemicals Corp.
- COLORSUDS**, low temperature soap, H. Kohnstamm & Co., Inc.
- COLORTRON**, non-renewable plug fuses, Trico Fuse Mfg. Co.
- COLORZOUR**, sour, Washline National Sands, Inc.
- COLORVOLT**, fluorescent lamps, fixtures, General Luminescent Corp.
- COLSON**, wheels, casters, trucks, Colson Corp.
- COLUMBIA**, activated carbon, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
- COLUMBIA**, blindstitch machines, Columbia Sewing Machine Corp.
- COLUMBIA**, boilers, Columbia Boiler Co.
- COLUMBIA**, detergents, chemicals, Pittsburgh Plate Glass Co., Columbia Chemical Div.
- COLUMBIA**, drycleaning extractors, used and rebuilt machinery, puff irons, valves, Columbia Laundry Machinery Co.
- COLUMBIA**, drycleaning unit, solvent sizer, Columbia Appliance Corp.
- COLUMBIA BP**, puff iron, Columbia Laundry Machinery Co.
- COLUMBIA GEM**, extractor, Columbia Laundry Machinery Co.
- COMBINATION OFFSET**, silk finishing press, Excelsior Machinery Co.
- COMBINER CLIPS**, assembling clips, Larton Products Co., Inc.
- COMBINO**, ironer padding nets, Tinsue, Brown & Co.
- COMBO**, combination checking desk, bag storage unit and garment bagger, Rodin Machinery Co.
- COMBUSTIONER**, automatic coal burner, humidifiers, Steel Products Engineering Co.
- COMET**, electric hoist, Chisholm-Moore Hoist Corp.
- COMET**, extractors, Hammond Laundry-Cleaning Machinery Co.
- COMPO CHEMICAL CARTRIDGE**, respirators, Mine Safety Appliance Co.
- COMMERCIAL**, soap, Home Soap Mfg. Co.
- COMPACT**, drycleaning machine, Ayr-Mor Machinery Co.
- COMPACT**, low-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
- COMPAR**, safety gloves, aprons, gasket material, Resistolux Corp.
- COMPLETE**, laundry soaps, Fry Bros. Co.
- COMPU**, fiber marking tags, Feischer Mills, Inc.
- COMPU**, marking tags, U. S. Marking Tag Co.
- COMPOSITION 33, 39, 50**, soap builders, Turco Products, Inc.
- COMPOUND 40**, general formula spotter, Keystone Aniline & Chemical Co., Inc.
- CONCO**, stokers, Conaco Engineering Works, Div. H. D. Conkey & Co.
- CONDOR**, hose, belting, rolls, Raybestos-Manhattan, Inc.
- CONDO-VAC**, return-line vacuum pumps for heating systems, Chicago Pump Co.
- CON-D-TEX**, mothproofing agent, Research Laboratories Corp.
- C-100 EMULSION**, rust-preventative degreasing solvent, Delray School of Spotting Instructions
- CONNERSVILLE-CHIEF**, rug and carpet cleaning equipment, Chief Mfg. Co.
- CONTINENTAL 18**, self-polishing heavy-duty liquid floor wax, Continental Car-Na-Var Corp.
- CONTINUOUS FLOW**, washer, Bill Glover, Inc.
- CONVERTIBLE**, steel shelving, Berger Mfg. Div., Republic Steel Corp.
- COOK EXTRACTETTE**, pump extractor, Cook Machinery Sales Co., Inc.
- COOK'S**, lubricants, Adams Cook's Sons, Inc.
- COOK WASHETTE**, open-end washers, Cook Machinery Sales Co., Inc.
- COOLAIR**, fans, ventilating systems, American Coolair Corp.
- COOLIDGE**, fuel savers, Ink-O Products Co.
- COOPER**, pressing stands, benches, tables, and iron carriers, H. F. Cooper & Co.
- COOPER-BESSEMER**, compressors, diesel and gas engines, Cooper-Bessmer Corp.
- COORDINATED PROCESS CONTROL**, automatic control, Bristol Co.
- COPALITE**, interior varnish, U. S. Gutta Percha Paint Co.
- COPES**, high and low alarms, controls, regulators, governors, valves, Northern Equipment Co.
- COPR-TUBE**, copper tube fittings, Dvener Mfg. Div. Dvener Industries, Inc.
- CORRIDOR**, drinking fountains, Coase Co.
- CORWITH**, drinking fountains, Coase Co.
- COSMOLINE**, rust preventatives, E. F. Houghton & Co.
- COTTONBLOSSOM**, laundry textiles, Southern Mills, Inc.
- COUNTERBOY**, carton and package taping machine, Better Package, Inc.
- COV-EEZ**, garment hanger shields, Larton Products Co., Inc.
- COVERDUX**, ironer covering, Tinsue, Brown & Co.
- CRAMER**, timers, R. W. Cramer & Co., Inc.
- CREAM FINISH**, starch lubricant, Lewis National Corp.
- CRESCENT**, belt fasteners, plates, rivets, rivet extractors, Crescent Belt Fastener Co.
- CRESCENT**, laundry chemical specialty items, Hood Chemical Co., Inc., Crescent Div.
- CRESCENT**, try-on suit, Wright-Austin Co.
- CRESTEN**, sour, Hood Chemical Co., Inc., Crescent Div.
- CRISBRACKS**, clothes racks, E. L. Chrisman Co., Inc.
- CROSBY**, gauges, valves, Crosby Steam Gauge & Valve Co.
- CROWN**, electric-steam irons, steam generators, electric irons, Crown Mfg. Co.
- CRUSADER**, nets, cover cloth, double-face flannel, cover duck, Egan Cotton Mills
- CRYSTALITE**, fluorescent lighting, Crystals Co., Inc.
- CRYSTAMET**, sodium metasilicate, Cowles Chemical Co.
- C-200**, rust preventative and degreasing solvent, Delray School of Spotting Instructions
- CUB JEL**, steam trap, Wright-Austin Co.
- CUFF BRUSHES**, rotary cuff cleaner, Excelsior Machinery Co.
- CUFF TACKER**, sewing machine, Chandler Machine Co.
- CULLIGAN**, water softener service, Culligan Zeolite Co.
- CURRY**, feed ribbons, J. W. Curry Co.
- CUSTOM**, electric steam generators, Custom Engineering Co.
- CUSTOM**, shoulder finisher and shaper, Hopkins Equipment Co.
- CUTLER-HAMMER**, electrical equipment, motor control, Cutler-Hammer, Inc.
- CYANEGG**, sodium cyanide, E. I. du Pont de Nemours & Co., Inc.
- CYCLONE**, prespotter, A. F. Wolke Co.
- CYCLO**, heavy prespotter, R. R. Street & Co., Inc.
- CYCLONE**, exhaust hood, Wright-Austin Co.
- CYCLONE**, hand power hoist, Chisholm-Moore Hoist Corp.
- CYCLONE**, washer, Henrici Laundry Machinery Co.
- CYCLONE CONVEYORS**, pneumatic conveyors, Eastern Cyclone Conveyor System, Inc.
- CYCLOPS**, needle bearing, Roller Bearing Co. of America
- CYCLOTHERM STEAM GENERATORS**, package type boiler, automatic oil or gas fired, Cyclotherm Co.
- CYLOX**, wetcleaning detergent, Fatak & Co.
- DAHLBERG**, speed-rail conveyors, Dahlberg Machinery Co.
- DAILY DELIVERY**, marking tags, Pittsburgh Tag Co.
- DALINTEX**, wetting agent, Hercules Powder Co.
- DAMASCITE**, ferron-base machine parts, Amplex Div., Chrysler Corp.
- DAMIT**, type joint compound, Ougley Co., Inc.
- DAMP-TEX**, enamel, Steelcase Mfg. Co.
- DANA**, dyeing process for garments, leather and rug, Commercial Dye Works
- DANDUX**, canvas baskets, hampers, bags, trunks, M. F. Danusia, Inc.
- DARCO**, activated carbon, Atlas Powder Co., Darco Dept.
- DARNELL**, wheels, casters, Darnell Corp.
- DATERETTE**, dating machine, American Numbering Machine Co.
- DAVIS**, controls, regulators, valves, Davis Regulator Co.
- DAVIS**, first-aid and emergency equipment, Davis Emergency Equipment Co.
- DAVIS**, sleeve formers, Davis Specialties
- DAVIS OVERALL TAG**, beam permanent marker, Keyes-Davis Co.
- DAVIS RAY**, press plates, Davis Specialties
- DAVIS TAG**, permanent overall marker, Keyes-Davis Co.
- DAVOTEX**, leather cleaning and redyeing, C. O. D. Cleaning & Dyeing Co.
- DAY-60L**, chlorinated solvent drycleaning soap, Davis-Young Soap Co.
- DC FILTRAL**, adsorbent filter powder, Filtral Corp.
- DEAN HILL**, centrifugal industrial power pumps, Dean turbines, Dean Hill Pump Co.
- DECAL**, water softener, Washline National Sands, Inc.
- DEEP ROCK**, naphthas, solvents, Deep Rock Oil Corp.
- DEE-REZ**, 5% DDT spray, Huntington Laboratories, Inc.
- DEFENDER**, regulators, recording instruments, Defender Instrument & Regulator Co.
- DELIBLE**, dissolves, insolubles, Warro Laboratories
- DE-LIMER**, lime solvent, E. F. Drew & Co., Inc.
- DELIVER-ALL**, delivery truck, Marmoon-Herrington Co., Inc.
- DELUXE**, stings, Huron Milling Co.
- DE LUXE**, uniforms, Shanon Uniform Co., Inc.
- DEMING**, pumps, Deming Co.
- DEMOTROL**, mothproofing solution, Signal Chemical Mfg. Co.
- DEODOR**, deodorant, Fatak & Co.
- DESOIL**, break powder, Cowles Chemical Co.
- DESTAINER**, penetrating soap, A. L. Wilson Chemical Co.
- D'ESTE**, automatic regulating valves, D'Este Div. American Chain & Cable Co., Inc.
- DETECTO**, scales, Detecto Scales, Inc.
- DETERGENT CL**, drycleaning soap for synthetic solvents, Allen & Vickers, Inc.
- DETERGENT N**, drycleaning soap, Allen & Vickers, Inc.
- DE-TEL-GO**, powder floor cleaner, Continental Car-Na-Var Corp.
- DETERSTN**, detergent for use with chlorinated solvents, Riverside Mfg. Co.
- DETEX**, watchmen's clocks, Detex Watchclock Chemical Co.
- DETRIX**, drycleaning equipment, Detrix Corp.
- DETROIT**, belt lacers, belt cutters, Detroit Belt Lacer Co.
- DETROITE**, valves, W. M. Chance Co.
- DEVERE**, SPEEDUX DIPMASTER, water-repellent dip tank, Devere Co.
- DEVILBSS**, compressors, spurs, guns, hose, Devilbss Co.
- DEXTER**, valve resealing machine, Lexvitt Machine Co.
- DIAL**, miniature bar soap, Armour & Co.
- DIAL-O-TIME**, laundry formula timer, Norman & Co.
- DIAMO**, stripper, stain remover, Lewis National Corp.
- DIAMOND**, ball, revolving and swing joints, Diamond Metal Products Co.
- DIAMOND**, chains, couplings, Diamond Chain Co., Inc.
- DIAMOND**, laundry chemicals, Diamond Alkali Co.
- DIAMOND**, water treatment compounds, Oshkosh Filter & Softener Co.
- DIAMOND BLUE**, laundry bluing, Diamond Alkali Co.
- DIAMOND DRYCLEANER**, chlorinated cleaning solvent, Diamond Alkali Co.
- DIAMOND T**, motor trucks, Diamond T Motor Car Co.
- DI-AQUA**, anionic wetting agent, Diamond Alkali Co.
- DIASAN**, diaper sanitizer, H. Kohnstamm & Co., Inc.
- DIAZOCOL**, for dyeing Colanese and acetate silks, American Aniline Products, Inc.
- DIAZYME**, enzymic digester, Jacques Wolf & Co.
- DICALITE**, anti-static filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DICALITE T**, filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DICALITE SPEEDPLUS**, straight diatomaceous filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DICALITE SWEETEX**, sweetener, filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DIEHL**, electric motor, generators, fans, Diehl Manufacturing Co., Div. Singer Mfg. Co.

D

**WHITE**, paste dyeing/bleaching soap, Keystone Aniline & Chemical Co., Inc.

**WHITEWASH**, laundry blue, Washline National Supply, Inc.

**WHITEX**, soap, powdered soap, Van Chemical Co.

**WRI-TONE**, dyeing/bleaching concentrate, Spix Products Co.

**WREZENE**, dyeing/bleaching soap, Fats & Co.

**BROWN**, edge, press and trimmer, pads and padding, John T. Stanley Co., Inc.

**BROWNELL**, boilers, heat exchangers, stokers, Brownell Co.

**BRYAN**, air compressors, air conditioners, refrigeration condensers, Bryman Mfg. Co.

**BUSH-AWAY**, hand-brushing dyeing/bleaching soap, Raychem Products Co.

**BUSHENET**, hand-brushing soap, Keystone Aniline & Chemical Co., Inc.

**BUSH-KLEEN**, brushing soap, Adco, Inc.

**BUSH-OUT**, dyeing/bleaching soap, Calco Products Co., Inc.

**BRYAN**, boilers, Bryan Steam Corp.

**BUCKEYE**, dyeing/bleaching washer, American Laundry Machinery Co.

**BUCKEYE**, soap, spotters, suede leather dressing, water repellent, paint, rug and upholstery shampoo, Davies-Young Soap Co.

**BUCKEYE KLORE-LENE**, spotter, Davies-Young Soap Co.

**BUCKEYE LIQUA-BREAK**, break and stain remover, Davies-Young Soap Co.

**BUCKEYE WET SPOTTER**, all-around wet spotter, Davies-Young Soap Co.

**BUCKEYE ZIMATHIC**, digestive spotter, Davies-Young Soap Co.

**BUDA**, industrial trucks, Buda Co.

**BUFF**, alkali compound, special detergents, E. F. Dyer & Co., Inc.

**BUFFALO**, extractor, filter, still, Genex Machinery Co., Inc.

**BULLDOG**, nylon laundry nets, metal press pads, S. S. Smith, Inc.

**BURMANOL**, albumenous stains and blood remover, Spix Products Co.

**BURN**, bundle-tying machine, B. H. Bunn Co.

**BURRAK**, cotton padding, Pittsburgh Water-proof Co.

**BURMIN**, boiler water treatment, Hagan Corp.

**BURROUGHS**, accounting, adding, bookkeeping, calculating, cash-registering machines, business machine supplies, Burroughs Adding Machine Co.

**BURNARD**, speckled pants pocketing, B. D. Burnard & Son.

**BUTLER**, boiler water treatment, mechanical dealer, Butler Engineering Co.

**BUTLER**, dyeing/bleaching plant equipment, Butler Mfg. Co.

**BUTTON-NO-BUTTON**, loop and clasp, J. W. Steele & Co.

## C

**C-36**, dyeing/bleaching detergents, No-Pro Mfg. Co.

**C-44**, electrical equipment, Cutler-Hammer, Inc.

**C-45**, washers, extractors, Cummings-Lauden Laundry Machinery Co., Inc.

**CM**, fire retardant, E. I. du Pont de Nemours & Co., Inc.

**CMH**, expansion joints, Chicago Metal Hose Corp.

**C & S**, clumping powder, Swift & Co.

**CALECO**, dyeing/bleaching, laundry, starch extractors, wood laundry washer, wood cylinders, California Laundry Equipment Co.

**CALGON**, detergents, metaphosphate, rug cleaning and finishing compound, stumps, sodium metaphosphate, solvent, line soap, water conditioners, chemical water softeners, Calgon, Inc.

**CALICO**, medium-thin built soap, Procter & Gamble Distributing Co.

**CALLANET**, knitted nylon nets, Callaway Mills, Inc.

**CALSLITE**, pipe-covering blocks, Rubenfeld Co.

**CAL-SOAP**, dyeing/bleaching soap, Calco Products Co., Inc.

**CAMBRIDGE**, electrical and mechanical precision instruments, Cambridge Instrument Co., Inc.

**CAMELFORMS**, laundry shells, Campbell Box & Tag Co.

**CAMELYAGS**, laundry tags, Campbell Box & Tag Co.

**CAMEO**, starch, A. E. Staley Mfg. Co.

**CAMERON**, pumps, Ingersoll-Rand Co.

**CAMPBELL MICRONETIC**, water and signal alarms, J. A. Campbell Co.

**CANTON**, stokers, Canton Stoker Corp.

**CAPITAL**, marking tags, U. S. Marking Tag Co.

**CAPITAL**, posters, display frames, inserts, Fargnoli-Edler, Inc.

**CAPITOL**, paint and grease remover, Allen & Vickers, Inc.

**CARBEX**, silicon carbide super-refractory brick, McLeod & Henry Co., Inc.

**CARBIDE**, MEXTRAL, alcohol, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARBOTOL**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARBONIDE**, spot remover, Euclystone Chemical Co.

**CARBON-TET**, synthetic cleaning fluid, E. I. du Pont de Nemours & Co., Inc.

**CARBO SOUR**, laundry chemical, Diamond Alkali Co.

**CARBOXIDE**, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CARCO**, marking-machine ink, type cleaner, ink thinner, Carman & Co., Inc.

**CARCO**, press head cleaner, Carman & Co., Inc.

**CARCO**, wire hangers, trouser guards, Carman & Co., Inc.

**CARCODERM**, hand lotion for drycleaners, Carman & Co., Inc.

**CARCOFLEX**, plasticizing agent for plastic or resin-treated fabrics, Carman & Co., Inc.

**CARCOLINE**, general spotter, Carman & Co., Inc.

**CARCO SOURS**, neutralizing agents, Carman & Co., Inc.

**CARCONDS**, rug shampoo, Carman & Co., Inc.

**CARCOVAN**, light truck body, Pacific Car & Foundry Co.

**CARDING**, wire hooked bristle brush, American Freshbairn Co., Inc.

**CARDINGMATH**, addressograph machine, Addressograph-Multigraph Corp.

**CAREYCLAD**, roof coating, Philip Carey Mfg. Co.

**CAREYCRETE**, mastic flooring, Philip Carey Mfg. Co.

**CAREYDUCT**, asbestos dust, Philip Carey Mfg. Co.

**CAREY'S SALT**, salt tablets, dispensers, Carey Salt Co.

**CAREYSTONE**, asbestos-cement roofing, siding, Philip Carey Mfg. Co.

**CARILL**, metal products, Chas. W. Carll Sons

**CARLTONITE**, synthetic detergent laundry washing compound, Carleton Chemical Co., Inc.

**CARMAN**, soluble pen ink, Carman & Co., Inc.

**CARMANETS**, nylon nets, Carman & Co., Inc.

**CAR-NA-CRETE**, concrete paint, Continental Car-Na-Var Corp.

**CAR-NA-KLEEN**, floor cleaner, Continental Car-Na-Var Corp.

**CAR-NA-LAC**, self-polishing heavy-duty floor wax, Continental Car-Na-Var Corp.

**CAR-NA-SEAL**, phenolic resin seal for wood and porous floors, Continental Car-Na-Var Corp.

**CAR-NA-VAR**, upholstery and carpet cleaning machine, liquid spirit was requiring buffing, Continental Car-Na-Var Corp.

**CARRIER**, air-conditioning, heating, refrigerating systems, Carrier Corp.

**CARVEL**, nylon covering, press covers, Carman & Co., Inc.

**CARVER**, centrifugal pumps, Carver Pump Co.

**CASCADE**, mechanical unloading washer, laundry washers, automatic washing control, American Laundry Machinery Co.

**CASCADE**, nets, H. Kohstamm & Co., Inc.

**CASH'S**, woven names, labels, markers, tape, J. E. J. Cash, Inc.

**CASH'S NO-40 CEMENT**, labels, markers, tape, J. E. J. Cash, Inc.

**CASH STANDARD**, valves, regulators, A. W. Cash Co., Inc.

**CAST-REFRACT**, refractory materials, Quigley Refractories Co.

**CATERPILLAR**, diesel engine, Caterpillar Tractor Co.

**CAU-FLAN**, flannel cotton pads, X. S. Smith, Inc.

**CAUSUL**, gate valve, Lunkenshimer Co.

**CEDAR SHIELDS**, storage bags, Rassenfuss Bag Co., Inc.

**CEGLIN**, Smith for textiles, Sylvania Industrial Corp.

**CELANESE**, dyes, American Aniline Products, Inc.

**CELA-SOL**, paint remover, National Cleaners Chemical Mfg. Co.

**CELATINI**, tints for acetate yarn, American Aniline Products, Inc.

**CELECTRAY**, photoelectric pyrometer, C. J. Tagliabue Div., Portable Products Corp.

**CELITE**, filter aids (diatomaceous silica), Johns-Manville

**CELLULOSE**, sizing, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CELLULOSE**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CELLULOSE**, dyeing/bleaching soap, J. L. Hardin Co., Inc.

**CELOFORM**, spotter, Keystone Aniline & Chemical Co., Inc.

**CEMENTKOTE**, cement, brick paint, Tropical Paint & Oil Co.

**CENTURY**, motors, generators, Century Electric Co.

**CENTURY BRAND**, sodium perborate, Eaton Chemical & Dyeing Co.

**CERPAK**, detergents, E. F. Houghton & Co.

**CERTICIDE**, desmelling liquid, Certified Chemical & Equipment Co.

**CERTIFIED**, low-foam neutral soap flakes, Armour & Co.

**CERTI-FOAM**, upholstery cleaner, Certified Chemical & Equipment Co.

**CETIC-N**, odorless liquid soap, Warco Laboratories

**CHACK**, automatic washer valves, W. M. Chace Co.

**CHALLENGER**, stokers, Link-Belt Co.

**CHAMBERS**, laundry and dyeing/bleaching extractors, Chambers Extractor Co.

**CHAMPION**, laundry nets, John T. Stanley Co., Inc.

**CHAMPION**, Model press pad, Ronillo Co.

**CHAMPION**, water heaters, Crane Co.

**CHAMPION CASCADE**, laundry washer, American Laundry Machinery Co.

**CHANDLER**, fur cleaning, repair and storage equipment and supplies, Chandler Sales & Service Co.

**CHANDLER**, plating, darning, button-sewing machines, buffers, thread, Chandler Machine Co.

**CHASE**, brass and copper products, Chase Brass & Copper Co.

**CHAT**, detergent, General Aniline & Film Corp., Special Products Sales Div.

**CHATTILLON**, scales, trucks, John Chattillon & Sons

**CHEM-O-FEEDER**, constant rate proportioning pump, Proportioners, Inc.

**CHEVCO**, belt cleaner, Samuel Chevin Co., Inc.

**CHEVROLET**, motor trucks, Chevrolet Motor Div., General Motors Corp.

**CHEX**, laundry millwaxproofing agent, Cider Corp.

**CHEXIT**, unit system for production control, Carman & Co., Inc.

**CHIC**, sizing for wetcleaning, Fats & Co.

**CHICAGO**, laundry machinery, Chicago Dryer Co.

**CHICAGO**, pearl buttons, Chicago Pearl Button Co.

**CHICAGO**, stokers, Chicago Automatic Stoker Co.

**CHICO**, alkali soap builder, Wyandotte Chemicals Corp.

**CHIEF**, rug equipment, Chief Mfg. Co.

**CHIEF**, truck tires, Mohawk Rubber Co.

**CHIEF 20**, handkerchief zoner, Huebner Div., American Laundry Machinery Co.

**CHIEF 23**, handkerchief, napkin ironer, Huebner Div., American Laundry Machinery Co.

**CHIFFON**, miniature bar soap, Armour & Co.

**CHINALINE**, quick-drying enamel, U. S. Gotta Perch Paint Co.

**CHLORASOL**, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CHLOROSOL**, bleach (sodium hypochlorite), Corlies Chemical Co.

**CHLOROX**, chlorinated solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**CHLOR-O-CEL**, sweeper, filter powder, Johns-Manville

**CHLOR-O-FEEDER**, constant rate proportioning pump, Proportioners, Inc.

**CHLOROSCOPE**, dyeing/bleaching soap, J. L. Hardin Co.

**CHLOROWAX 40**, liquid chlorinated paraffin, Diamond Alkali Co.

**CHLOROWAX 70**, resinous chlorinated paraffin, Diamond Alkali Co.

**CHOCTAW**, soap builder, Wyandotte Chemicals Corp.

**CHROMIX**, refractory material, Quigley Co., Inc.

**CHROMOTEX**, detergent for rug cleaning in the plant, Matheson Chemical Corp.

**CHRYSLER-AIRTEMP**, furnaces, boilers, heaters, stokers, Chrysler Corp., Airtemp Div.

**CIDEX**, mildew pre-treatment, deodorant, moth-proofing agent, Cider Corp.

**CIMCO**, cement applied to inner surface of tank, Ford Tank Maintenance Co.

**CINCH**, prespotter, Calco Products Co., Inc.

**CINNO**, carpet, laundry and dyeing/bleaching tags, U. S. Marking Tag Co.

**CISSELL**, cuff brush, boards, driers, iron, W. M. Cissell Mfg. Co., Inc.

**CLAIRANESE**, cover cloth, Lewis National Corp.

**CLARK**, unit heaters, Clange Fan Co.

**CLARK**, fluid controls, Clark Mfg. Co.

**CLARK 60**, traps, valves, Clark Mfg. Co.

**CLEARCUT**, pinkers, Maxant Button & Supply Co.

**CLEAN-O-SHINE**, liquid floor cleaner, Continental Car-Na-Var Corp.

**CLEANSERTAG**, marking tag material, Hollingsworth & Vose Co.

**CLEANSER TAGS**, tags for cleaners, Sidney A. Cizek

**CLEARO**, stripper, Carman & Co., Inc.

**CLEARSIZE**, laundry starch, National Starch Products, Inc.

**CLEARTEX**, laundry starch, National Starch Products, Inc.

**CLEVER-BROOKS**, steam generators, boilers, Cleaver-Brooks Co.

**CLEERZOP**, wetcleaning soap, Package Chemical Co., Inc.

**CLEVELAND**, rug and laundry machinery, Cleveland Rug Cleaning Machinery Co.

**CLIVE-O-CEMENT**, under-floor covering and resurfacing material, Midland Paint & Varnish Co.

**CLIMATE CHANGER**, unit air conditioners, Texas Co.

**CLINTON**, rug sizing, Clinton Foods, Inc.

**CLINTON 51**, thick boiling starch, Clinton Foods, Inc.

**CLIP-A-TAPE**, gummed tape dispenser, Ideal Stencil Machinery Co.

**CLIPPER**, belt lacing equipment, belt cutters and fasteners, Clipper Belt Lacer Co.

**CLIX**, belt organizer, Time Savers, Inc.

**CLOMAX**, balanced detergent, Wyandotte Chemicals Corp.

**CLOPAT**, hanger protectors, dress guards, Clogay Corp.

- CLOPAY SANITEX**, gaseous storage bags, Clopay Corp.
- CLORE**, bleach, Pennsylvania Salt Mfg. Co.
- CLOREXIN**, chlorinated paraffin, Hercules Powder Co.
- CLOSUREX**, drycleaning detergent, Riverside Mfg. Co.
- CLOREX**, bleach, Clorox Chemical Co.
- COAGULATOR**, rapid combination mixing chamber and settling basin, Humphrey & Terry, Inc.
- COATES**, electric boiler, Coates Electric Mfg. Co.
- COAT-SEAL**, interior wall coating, Steelco Mfg. Co.
- CO-AXIAL-FLO**, filter, Zephyr Laundry Machinery Co.
- COBECO**, leather belting, cement, Corneli Belting Co.
- COCHICO**, flat leather belting, belt cement, I. B. Williams & Sons
- COCHRANE**, steam power plant, equipment, Cochran Co.
- COCONUT OIL**, paste soap, National Cleaners Chemical Mfg. Co.
- COCOGEL**, wetcleaning soap, E. F. Drew & Co., Inc.
- COCOSOP**, coconut oil, wetcleaning, paste soap, Pacific Chemical Co., Inc.
- COLCOT**, press padding flannel, Southern Mills, Inc.
- COLDSPRAY**, built soap for cool water washing, Beach Soap Co.
- COLDWATER NAPTEX**, laundry soap, E. F. Drew & Co., Inc.
- COLD WATER NOKOMIS**, powdered soap, Minnesota Chemical Co.
- COLD WATER OZONITE**, cold water soap, Procter & Gamble Distributing Co.
- COLD WATER SOL SUIS**, soap, Lewis National Corp.
- COLGATE FORMULA 10, 20, 25, 33, 40**, neutral soap flakes and granulated built soap, Colgate-Palmolive-Peet Co.
- COLGATE KWIKSOLVE**, laundry soap, Colgate-Palmolive-Peet Co.
- COLLABRIGHT**, collar ironer, shirt folding machine, Key-Tag Checking System Co.
- COLLA-RITES**, collar supports, M. H. Grunauer Co.
- COLLAR-SMOOTH**, collar smoother, Collar Smooth Sales Co.
- COLONIAL**, blue, Superior Products Co.
- COLOREX**, stripping agent, Stauffer Chemical Co.
- COLORFIXE**, sour, H. Kohnstamm & Co., Inc.
- COLORFLEX**, leather dyes, Eaton Chemical & Dyestuff Co.
- COLORIGO**, powdered stripping agent, A. I. Wilson Chemical Co.
- COLORSOUT**, powder color stripper, Washine National Sands, Inc.
- COLOR SPARK**, break powders, Wyandotte Chemicals Corp.
- COLORSUIDS**, low temperature soap, H. Kohnstamm & Co., Inc.
- COLORTOP**, non-renewable plug fuses, Trico Fuse Mfg. Co.
- COLORZOU**, sour, Washine National Sands, Inc.
- COLOVOLT**, fluorescent lamps, fixtures, General Luminescent Corp.
- COLSON**, wheels, casters, trucks, Colson Corp.
- COLUMBIA**, activated carbon, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
- COLUMBIA**, blindstitch machines, Columbia Sewing Machine Corp.
- COLUMBIA**, boilers, Columbia Boiler Co.
- COLUMBIA**, detergents, chemicals, Pittsburgh Plate Glass Co., Columbia Chemical Div.
- COLUMBIA**, drycleaning extractors, used and rebuilt machinery, puff iron, valves, Columbia Laundry Machinery Co.
- COLUMBIA**, drycleaning unit, solvent saver, Columbia Appliance Corp.
- COLUMBIA RF**, puff iron, Columbia Laundry Machinery Co.
- COLUMBIA GEM**, extractor, Columbia Laundry Machinery Co.
- COMBINATION OFFSET**, silk finishing press, Excelsior Machinery Co.
- COMBINER CLIPS**, assembling clips, Larton Products Co., Inc.
- COMBINO**, ironer padding tines, Tingle, Brown & Co.
- COMBO**, combination checking desk, bag storage unit and garment bagger, Rodin Machinery Co.
- COMBUSTIONER**, automatic coal burner, humidifiers, Steel Products Engineering Co.
- COMET**, electric hoist, Chisholm-Moore Hoist Corp.
- COMET**, extractors, Hammond Laundry-Cleaning Machinery Co.
- COMFO CHEMICAL CARTRIDGE**, respirators, Mine Safety Appliance Co.
- COMMERCIAL**, soap, Rome Soap Mfg. Co.
- COMPACT**, drycleaning machine, Ayr-Mor Machinery Co.
- COMPACT**, low-pressure boiler, Truville Iron Works Co., Div. Struther Wells Corp.
- COMPAR**, safety gloves, aprons, gasket material, Resistolux Corp.
- COMPLETH**, laundry soaps, Fry Bros. Co.
- COMPO**, floor marking tape, Fletcher Mills, Inc.
- COMPO**, marking tape, U. S. Marking Tag Co.
- COMPOSITION 33, 91**, soap builders, Turco Products, Inc.
- COMPOUND 48**, general formula spotter, Keystone Aniline & Chemical Co., Inc.
- CONCO**, stokers, Conco Engineering Works, Div. H. D. Conkey & Co.
- CONDOR**, hose, belting, rolls, Raybestos-Manhattan, Inc.
- CONDO-VAC**, return-line vacuum pumps for heating systems, Chicago Pump Co.
- CON-D-TEX**, mothproofing agent, Research Laboratories Corp.
- C-100 EMULSION**, rust-preventative degreasing solvent, Delray School of Spotting Instructions
- CONNERVILLE-CHEF**, rug and carpet cleaning equipment, Chief Mfg. Co.
- CONTINENTAL 18**, self-polishing heavy-duty liquid floor wax, Continental Car-Na-Var Corp.
- CONTINUOUS FLOW**, washer, Bill Glover, Inc.
- CONVERTIBLE**, steel shelving, Berger Mfg. Div., Republic Steel Corp.
- COOK EXTRACTACE**, pony extractor, Cook Machinery Sales Co., Inc.
- COOK'S**, lubricants, Adam Cook's Sons, Inc.
- COOK WASHETTE**, open-end washers, Cook Machinery Sales Co., Inc.
- COLLAIR**, fans, ventilating systems, American Colair Corp.
- COOLIDGE**, pad savers, Ink-O Products Co.
- COOFIA**, pressing stands, benches, tables, iron carriers, H. P. Cooper & Co.
- COOPER-BESSEMER**, compressors, diesel and gas engines, Cooper-Bessemer Corp.
- COORDINATED PROCESS CONTROL**, automatic control, Bristol Co.
- COPALITE**, interior varnish, U. S. Gutta Percha Paint Co.
- COFFE**, high and low alarms, controls, regulators, dividers, valves, Northern Equipment Co.
- COFF-TUBE**, copper tube fittings, Dresser Mfg. Div., Dresser Industries, Inc.
- CORRIDON**, drinking fountains, Crane Co.
- CORWITH**, drinking fountains, Crane Co.
- COSMOLITE**, rust preventative, E. F. Houghton & Co.
- COTTONBLOSSOM**, laundry textiles, Southern Mills, Inc.
- COUNTERBOY**, carton and package taping machine, Better Packages, Inc.
- COV-EEZ**, garment hanger shields, Larton Products Co., Inc.
- COVERDUX**, ironer covering, Tingle, Brown & Co.
- CRAMER**, times, R. W. Cramer & Co., Inc.
- CREAM FINISH**, starch lubricant, Lewis National Corp.
- CRESCENT**, belt fasteners, plates, rivets, rivet extractors, Crescent Belt Fastener Co.
- CRESCENT**, laundry chemical specialty items, Hood Chemical Co., Inc., Crescent Div.
- CRESTENT**, dry-crocks, Wright-Austin Co.
- CRESTEX**, sour, Hood Chemical Co., Inc., Crescent Div.
- CRISBACKS**, clothes racks, E. I. Christman Co., Inc.
- CROSBY**, gauges, valves, Crosby Sineam Gauge & Valve Co.
- CROWN**, electric-steam iron, steam generators, electric iron, Crown Mfg. Co.
- CRUSADER**, nets, cover cloth, double-face flannel, cover cloth, Egan Cotton Mills
- CRYSTALLITE**, fluorescent lighting, Crystallite Co., Inc.
- CRYSTAMET**, sodium metasilicate, Cowles Chemical Co.
- C-209**, rust preventative and degreasing solvent, Delray School of Spotting Instructions
- CUB JR.**, steam trap, Wright-Austin Co.
- CUFF BRUSHER**, rotary cuff cleaner, Excelsior Machinery Co.
- CUFF TACKER**, sewing machines, Chandler Machinery Co.
- CULLIGAN**, water softener service, Culligan Zeolite Co.
- CURRY**, feed ribbons, J. W. Curry Co.
- CUSTOM**, electric steam generators, Custom Engineering Co.
- CUSTOM**, shoulder finisher and shaper, Hopkins Equipment Co.
- CUTLER-HAMMER**, electrical equipment, motor control, Cutler-Hammer, Inc.
- CYANEGG**, sodium cyanide, E. I. du Pont de Nemours & Co., Inc.
- CYCLONE**, prespotter, A. F. Wolke Co.
- CYCLO**, heavy prespotter, R. R. Street & Co., Inc.
- CYCLONE**, exhaust hood, Wright-Austin Co.
- CYCLONE**, hand power hoist, Chisholm-Moore Hoist Corp.
- CYCLONE**, washer, Henri Laundry Machinery Co.
- CYCLONE CONVEYORS**, pneumatic conveyors, Eastern Cyclone Conveyor System, Inc.
- CYCLOPS**, needle bearing, Roller Bearing Co. of America
- CYCLOTHERM STEAM GENERATORS**, package type boiler, automatic oil or gas fired, Cyclotherm Corp.
- CYLON**, wetcleaning detergent, Fetek & Co.
- DAHLBERG**, speed-rail conveyors, Dahlberg Machinery Co.
- DAILY DELIVERY**, marking tags, Pittsburgh Tag Co.
- DAINTEX**, wetting agent, Hercules Powder Co.
- DAMASCITE**, ferrous-base machine parts, Amplex Div., Chrysler Corp.
- DAMIT**, pipe joint compound, Oquiger Co., Inc.
- DAMP-TEX**, enamel, Steelco Mfg. Co.
- DANA**, drying process for garments, leather and rugs, Commercial Dye Works
- DANDUX**, canvas baskets, hampers, bags, trucks, C. H. Daniels, Inc.
- DARCO**, activated carbon, Atlas Powder Co., Darco Dept.
- DARNELL**, wheels, casters, Darnell Corp.
- DATERETTE**, dating machines, American Numbering Machine Co.
- DAVIS**, controls, regulators, valves, Davis Regulator Co.
- DAVIS**, first-aid and emergency equipment, Davis Emergency Equipment Co.
- DAVIS**, sleeve formers, Davis Specialties
- DAVIS OVERALL TAG**, least permanent marker, Keyes-Davis Co.
- DAVIS RAY**, press plates, Davis Specialties
- DAVIS TAG**, permanent overall marker, Keyes-Davis Co.
- DAVOTEX**, leather cleaning and redyeing, C. O. D. Cleaning & Dyeing Co.
- DAY-50L**, chlorinated solvent drycleaning soap, Davies Young Soap Co.
- DC FILTROL**, adsorbent filter powder, Filtral Corp.
- DEAN HILL**, centrifugal industrial power pumps, steam turbines, Dean Hill Pump Co.
- DECAT**, waste softener, Washac National Sands, Inc.
- DEEP ROCK**, naphthalene, solvents, Deep Rock Oil Corp.
- DEFERREZ**, 5% DDT spray, Huntington Laboratories, Inc.
- DEFENDER**, regulators, recording instruments, Defender Instrument & Regulator Co.
- DEHLE**, dissolves indelible, Warco Laboratories
- DE-LIMER**, lime solvent, E. F. Drew & Co., Inc.
- DELIVER-ALL**, delivery truck, Marmon-Herrington Co., Inc.
- DELUXE**, string, Huron Milling Co.
- DE LUXE**, uniforms, Shane Uniform Co., Inc.
- DEMING**, pumps, Deming Co.
- DEMOTROL**, mothproofing solution, Signal Chemical Mfg. Co.
- DEODOR**, deodorant, Fetek & Co.
- DESOL**, break powder, Cowles Chemical Co.
- DESTAINER**, penetrating soap, A. L. Wilson Chemical Co.
- DESTAL**, automatic regulating valves, D/Ess Div., American Chain & Cable Co., Inc.
- DETECTO**, scales, Detecto Scales, Inc.
- DETECHING CL**, drycleaning soap for synthetic solvents, Allen & Vickers, Inc.
- DETERGENT N**, drycleaning soap, Allen & Vickers, Inc.
- DE-TER-CO**, powder floor cleaner, Continental Car-Na-Var Corp.
- DETERSYN**, detergent for use with chlorinated solvents, Riverside Mfg. Co.
- DETEX**, watchmen's clocks, Detex Watchclock Corp.
- DETROCK**, drycleaning equipment, Detrex Corp.
- DETHOIL**, belt lacers, belt cutters, Detroit Belt & Leather Co.
- DETROIT**, valves, W. M. Chace Co.
- DEVERE SPEEDUX DIPMASTER**, water-repellent dip tank, Devere Co.
- DEVILBOS**, compressors, spray guns, hose, Devilbosh Co.
- DDEXTER**, valve reaming machine, Leavitt Machine Co.
- DIAL**, miniature bar soap, Armour & Co.
- DIAL-O-TIME**, laundry formula timer, Norman & Co.
- DIAMO**, stripper, stain remover, Lewis National Corp.
- DIAMOND**, ball, revolving and swing joints, Diamond Metal Products Co.
- DIAMOND**, chains, couplings, Diamond Chain Co., Inc.
- DIAMOND**, laundry chemicals, Diamond Alkali Co.
- DIAMOND**, water treatment compounds, Oakbrook Filter & Softener Co.
- DIAMOND BLUE**, laundry bluing, Diamond Alkali Co.
- DIAMOND DRYCLEANER**, chlorinated cleaning solvent, Diamond Alkali Co.
- DIAMOND T**, motor trucks, Diamond T Motor Car Co.
- DI-AQUA**, anionic wetting agent, Diamond Alkali Co.
- DIASAN**, diaper sanitizer, H. Kohnstamm & Co., Inc.
- DIAZOCEL**, for dyeing Celanese and acetate silks, American Aniline Products, Inc.
- DIAZYME**, enzymic digester, Jacques Wolf & Co.
- DICALITE**, anti-static filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DICALITE 7**, filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DIALITE SPEEDPLUS**, straight diatomaceous filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DICALITE SWEETEX**, sweetener, filter powder, Dicalite Div., Great Lakes Carbon Corp.
- DIEHL**, electric motors, generators, fans, Diehl Manufacturing Co., Div. Singer Mfg. Co.

## D

**DSKL**, concentrated liquid stripper and reducing agent, Carman & Co., Inc.

**DA-CD**, chemicals, cleaners, Davis-Well Mfg. Co.



**DIEN**, digester, John F. Lynch Co.  
**DISCSTALL**, digestive agents, Package Chemical Co., Inc.  
**DISKETT**, oxygen digester, Riverside Mfg. Co.  
**DISOX**, drycleaning spotter, chemicals, Preston T. Rhodes  
**DIPMASTER**, water-repellent dip tank, Devere Co.  
**DIP-O-MATIC**, water-repellent dip tank, Hopkins Equipment Co.  
**DISCOVERY**, handkerchief buffer, Huthach Div., American Laundry Machinery Co.  
**DISPERO**, silk and wool drycleaning soap, Spix Products Co.  
**DISP-FAB-SOL**, bleach powder, Thompson-Hayward Chemical Co.  
**DISPLAT-IT**, shirt display cases, Time Savers, Inc.  
**DIVCO**, delivery vehicles, Devere Corp.  
**DIX-E-HOLD**, hangers, Marton Mfg. Co.  
**DIXIE**, aprons, Minnesota Chemical Co.  
**DIXIE**, laundry nets, Southern Mills, Inc.  
**DIXO**, detergents, drycleaning soap, grease, oil and paint removers, persulfates, wetcleaning soap, Dixie  
**DIXON STEAM KING**, Scotch marine boiler, Dixon Boiler Works  
**DIXON WATERWALL**, Scotch marine boiler, Dixon Boiler Works  
**DIXON-V-T**, oil remover, Kliggman Bros., Inc.  
**DOBBY**, methioding concentrate, Jay-Dev, Inc., Mfg. Chemicals  
**DOKTOR BOILER**, boiler water treatment compound, Doctor Boilers  
**DOIDGE JOB-BATED TRUCKS**, motor trucks, Dodge Div., Chrysler Corp.  
**DOKY**, treatment for wet and dog stains, Hild Fiber Machine Co.  
**DOKAN**, hot machinery, Hatters Supply House, Inc.  
**DOUBLE CHECK**, scotch water softener, Elgin Softener Corp.  
**DOUBLE DUTY SOUR**, sour and blue combination, Diamond Alkali Co.  
**DOUBLE-VALVE**, blanket brusher, American Laundry Machinery Co.  
**DOUBLEWEAR**, apron duck, cover cloth, nets, Lewis National Corp.  
**DOVER DRYERCAN**, deodorized diaper container, Dover Stamping Co.  
**DOYLENE**, synthetic cleaning solvent, Dow Chemical Co.  
**DOYTCUM**, fumigant, Dow Chemical Co.  
**DRABIN-DRI**, collar drawers, Yeomans Bros. Co.  
**DRABINOL**, condensation drainage device, Fred H. Schuch Engineering Co., Inc.  
**DRABO COUNTERFLA**, heater, Dravo Corp.  
**DRAX**, water repellents, S. C. Johnson & Son, Inc.  
**DREN'SPORT**, dress and sport shirt folding machine, G. H. Bishop Co.  
**DRESSER**, clamps, couplings, fittings, Dresser Mfg. Div., Dresser Industries, Inc.  
**DRESSMASTER**, steam-air garment finisher, Hopkins Equipment Co.  
**DREW**, ironing oil, E. F. Drew & Co., Inc.  
**DREX-KLEEN**, carbon tetrachloride solvent, Devere Corp.  
**DRI-BORD**, steam-heated press boards, Kisco Boiler & Engineering Co.  
**DRI-BRITE GLOSS**, Persian lamb luster, Nyco Products Co.  
**DRIECO**, air cleaners, filters, separators, strainers, Detroit Industrial Corp.  
**DRIEX**, water-soluble water repellent, Keystone Aniline & Chemical Co., Inc.  
**DRI-FUAM**, rug and furniture shampoo, Grosland Mfg. Co., Inc.  
**DRI-HAND**, dampener and moisture regulator, J. W. Steele & Co.  
**DRI-RINSE**, drycleaners' sour, Johnson Chemical Industries, Inc.  
**DRISEAL**, shirt hands, Drival Co.  
**DRI-SHEEN**, alkaline detergent, Adeo, Inc.  
**DRI-SIZE**, synthetic resin stain for use in petroleum solvent, Eaton Chemical & Dye-Stuff Co.  
**DRI-STEAM**, air cleaners, filters, separators, strainers, valves, Devere Industrial Corp.  
**DRI-SYN**, detergent cleaning soap, E. F. Drew & Co., Inc.  
**DRI-TEX**, detergents, Spix Products Co.  
**DRI-THERM**, steam heat coats hangers, North American Electric Lamp Co.  
**DRI-TOP**, ironing board, G. H. Bishop Co.  
**DRI-UCLO**, powdered hypochlorite bleach, E. F. Drew & Co.  
**DRUM MASTER**, fur cleaning drum, Walter Hazel Co.  
**DRUMMOND FLAKE SOAP**, laundry soap, Standard Soap Co. of Canada  
**DRYCLEAN**, spot remover, E. I. du Pont de Nemours & Co., Inc.  
**DRYCO**, water spray gun, steam iron, valves, steam condensers, Drayco Corp.  
**DRYCON-CARCO**, intensified drycleaning detergent, Carman & Co., Inc.  
**DRYMASTER**, drying cabinets, Hopkins Equipment Co.  
**DRY-O-MATIC**, signal and alarm control for tumblers, Rosenthal Mfg. Co.  
**DRYSET**, vacuum systems, Lauson Corp., Blower Div.  
**DRY-SOPE**, drycleaning soap, Murphy Sales Co.  
**DUALCRAFT**, press pads, Padcraft Corp.  
**DUBLOCOTE MULTI-SHINGLES**, asphalt roofing shingles, Barrett Div., Allied Chemical & Dye Corp.  
**DUCCO**, finishes, E. I. du Pont de Nemours & Co., Inc.

**DUFFEL**, laundry nets, Southern Mills, Inc.  
**DURAK**, sweater guards, suit, dress and scrape hangers, Memphis Manger Co. & Pittsburgh Hanger Co.  
**DULUX**, finishes, E. I. du Pont de Nemours & Co., Inc.  
**DUO**, ironer, Zephyr Laundry Machinery Co.  
**DUODEX**, carpet antiseptic, Carman & Co., Inc.  
**DUO-TEX**, drycleaning soap, Keystone Aniline & Chemical Co., Inc.  
**DUPLAX**, collar supports, Time Savers, Inc.  
**DURABLE**, laundry and drycleaning washer, Gardner Machinery Corp.  
**DURABLE**, fiber boxes and shipping cases, Durable Fiber Sample Case Co.  
**DURABLE**, wire pressboard for velvet and nap fabric materials, American Pressboard Co.  
**DURACAL**, covers and padding combinations, Patch & Co.  
**DURAFLEX**, stokers, Canton Stoker Corp.  
**DURO**, blow-off valve, Lankensheimer Co.  
**DURIO**, press covers, R. Lally Co.  
**DUROH**, fiber sheet packing, Raybestos-Manhattan, Inc.  
**DUROTEX**, press covers, R. Lally Co.  
**DUTFOE**, respirators, Mine Safety Appliances Co.  
**DUFF FLOY**, air filters, Owens-Corning Fibers Corp.  
**DU-TEX**, stain remover, Warco Laboratories  
**DUTTON**, boilers, pumps, Hapman Dutton Co., Dutton Ironer Div.  
**DUX COKE**, water repellent, Eaton Chemical & Dye-Stuff Co.  
**DUX-IT**, solvent-soluble water repellent, Keystone Aniline & Chemical Co., Inc.  
**DYER**, gauges, indicators, F. W. Dwyer Mfg. Co.  
**DYCO-SIZE**, garment restrengthening compound, Davies-Young Soap Co.  
**DYDROSITE**, stripping agent, Nu-Pro Mfg. Co.  
**DYE-CRETE**, centrifugal concrete color hardener, White & Williams Co.  
**DYNAMIC DUMPER**, unloading washer, Miller Laundry Machinery Co.  
**DYNAFOE**, concentrate, drycleaning filter soap with antiseptic and methioding, A. F. Wolfe Co.  
**DY-100**, liquid drycleaning soap, Davies-Young Soap Co.  
**DYPERCAN**, sanitary diaper cans, Dover Stamping Co.  
**DYSCO**, wetcleaning silk and wool soap, Davies-Young Soap Co.  
**DYSOL**, soap, Davies-Young Soap Co.  
**DY-SULPH**, synthetic wetcleaner, Davies-Young Soap Co.  
**DYTEX**, RUTHERASER, rust remover, Dytes Chemical Co.

## E

**EFTT**, electric power fork truck, Lewis-Shepard Products, Inc.  
**EASY-ON**, wood strut hanger, Nagel Coat Hanger Co.  
**EAST PRESS**, manually operated drycleaning press, Goldman Pressing Machine Corp.  
**ECCO**, blots, ironer oil, spot removers, repellents, persulfates, tints, soap, Eaton Chemical & Dye-Stuff Co.  
**ECCODUX**, water repellent, Eaton Chemical & Dye-Stuff Co.  
**ECCOFIRM**, spot remover, Eaton Chemical & Dye-Stuff Co.  
**ECCO KORO**, odor neutralizer, Eaton Chemical & Dye-Stuff Co.  
**ECCO-KLEEN**, textile finish, Eaton Chemical & Dye-Stuff Co.  
**ECLIPSE PIONEER**, flexible metal hose, Eclipse Pioneer Div., Bendix Aviation Corp.  
**ECD**, hand cream, Davis Emergency Equipment Co., Inc.  
**ECD**, watchmen's clocks, Deter Watchclock Corp.  
**ECONO**, drycleaning soap, Package Chemical Co., Inc.  
**ECONO**, amir, Diamond Alkali Co.  
**ECONO-CAL**, drycleaning detergents, Caled Products Co., Inc.  
**ECONOFLEX**, boiler feed pump and immersion air return system, Hapman-Dutton Corp., Dutton Boiler Div.  
**ECONOMASTER**, boiler, Hapman-Dutton Co., Dutton Boiler Div.  
**ECONO-MATIC**, drycleaning unit, Prosperity Co., Inc.  
**ECONOMIC**, boilers, Erie City Iron Works  
**ECONOMIST**, boiler, Hapman-Dutton Co., Dutton Boiler Div.  
**ECONOMITE REGISTERS**, autographic registers, Autographic Register Co.  
**ECONOMIZER**, boiler, Hapman-Dutton Co., Dutton Boiler Div.  
**ECONOMY**, drycleaners' bag, Diem & Wing Paper Co.  
**ECONOMY**, hanger bar covers, Phoenix Products Co.  
**ECONOMY**, hanger forming machine, Economy Hanger Machine & Equipment Co.  
**ECONOMY**, marking pins, Keyes-Davis Co.  
**ECONOMY**, soap, Superior Products Co.  
**ECONOMY**, tumblers, drycleaning units, U. S. Hoffman Machinery Corp.  
**ECONOTHERM**, generators, Hapman-Dutton Co., Dutton Boiler Div.

**EDWARDS EXCHANGER**, de-ionized water unit, Housford & Terry, Inc.  
**EGAN**, ironer and press padding, feed ribbons, Egan Cotton Mills  
**EGRY ELITE**, register, business system, Egly Register Co.  
**EIGHTEEN**, cover duck, Tigue, Brown & Co.  
**1818**, marking ink, liquid laundry blue, Eaton Chemical & Dye-Stuff Co.  
**EJECT-O-VAC**, self-cleaning vacuum cleaner, Continental Car-Na-Vac Corp.  
**ELAINE**, oil (oleic acid), Emory Industries, Inc.  
**ELASTIGUM**, roof cement, roof coating, Barrett Div., Allied Chemical & Dye Corp.  
**ELCCO**, garment press, steam puffler, spotting and finishing machine, E. L. Christmas Co., Inc.  
**ELCONITE**, standard ground zeolite, Elgin Softener Corp.  
**ELDURITE**, synthetic scotch, Elgin Softener Corp.  
**ELCTRO**, water conditioner, Stomac Engineering Co., Inc.  
**ELECTROCLONE**, drycleaning washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
**ELECTROPLAID**, motorized hydraulic drive, Link-Belt Co.  
**ELECTRO LIFT HOISTS**, hoists, Electro Lift, Inc.  
**ELECTROMANUAL**, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
**ELECTROMATIC**, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
**ELECTRO-MEND**, mending machines and table, Stumm Machine Co.  
**ELECTRO NEUTRALIZER**, water-conditioning apparatus for steam boilers, Electro Chemical Engineering Co., Inc.  
**ELECTRUNIT**, stainless steel tubing, Republic Steel Corp.  
**ELGIN**, water softening and conditioning equipment and chemicals, water filters, Elgin Softener Corp.  
**ELITE**, ironer covercloth, Tigue, Brown & Co.  
**ELITE TRU-PAK**, autographic register, Egly Register Co.  
**ELIAS**, laundry machinery, Ellis Drier Co.  
**ELMO**, stripper, A. L. Wilson Chemical Co.  
**EMERALD**, ink, Samuel, Pittsburgh Waterproof Co.  
**EMERSON**, stearic acid, Emory Industries, Inc.  
**EMPIRE**, firebrick, A. F. Green Fire Brick Co.  
**EMULSIVE**, wheat starch, Keefer Starch Co.  
**ENDURO**, coil-spring press pad, Zeldier Mfg. Co.  
**ENDURO**, laundry detergents, chemicals, Aurora Manufacturing Co.  
**ENDURO**, stainless steel, Republic Steel Corp.  
**ENDURO**, wetcleaning soap, Aurora Manufacturing Co.  
**ENERGETIC**, wetcleaning synthetic detergent, Armour & Co.  
**ENGNAIR**, compressor, Wittinghouse Air Brake Co., Industrial Products Div.  
**ENZ-O-SAN**, powdered digestive, Huntington Laboratories  
**ENZYMACE**, enzymic digester, George E. Mead Co.  
**EQUALIZER**, valve by-pass, Edward Valves, Inc.  
**EMULSIVE**, wheat starch, Keefer Starch Co.  
**ERAD-INK**, ink remover, A. L. Wilson Chemical Co.  
**ERADOL**, color stripper, National Cleaners Chemical Mfg. Co.  
**ERASINE**, ink remover, Lewis National Corp.  
**ERIE CITY**, boilers, underfeed stokers, Erie City Iron Works  
**ERIPON**, flame retardant, E. I. du Pont de Nemours & Co., Inc.  
**ERMAC**, rug conveyor and equipment, American Laundry Machinery Co.  
**ERMINE**, starch, Washline National Seeds, Inc.  
**ERUBRICATOR**, rust stain remover, Pennsylvania Salt Mfg. Co.  
**ERUSTO**, spot and stain remover, dry and wetcleaning soaps, laundry sour, Pennsylvania Salt Mfg. Co.  
**ERUSTO-CEIT**, sour for wetcleaning, Pennsylvania Salt Mfg. Co.  
**ERUSTOCIDE**, laundry sour, Pennsylvania Salt Mfg. Co.  
**ERUSTO DYT EMULSION**, insecticide, Pennsylvania Salt Mfg. Co.  
**ERUSTO ENERGEN**, drycleaning products, Pennsylvania Salt Mfg. Co.  
**ERUSTOLIN**, laundry sour, Pennsylvania Salt Mfg. Co.  
**ERUSTO LIQUID-BLUE**, laundry blue, Pennsylvania Salt Mfg. Co.  
**ERUSTO SALTS**, laundry sour, Pennsylvania Salt Mfg. Co.  
**ERUSTOSOL**, laundry sour, Pennsylvania Salt Mfg. Co.  
**ESCO**, high pH soap builder, Cowles Chemical Co.  
**ESCORON**, soap regenerator, Cowles Chemical Co.  
**ESCOLATE**, medium pH soap builder, Cowles Chemical Co.  
**ESCOLLOID**, medium pH soap builder, Cowles Chemical Co.  
**ESCOL 77**, high pH soap builder, Cowles Chemical Co.  
**ESCOMO**, liquid blue, Cowles Chemical Co.  
**ESCO-SAVON**, soap, Cowles Chemical Co.  
**ESPECCO**, solvent, starches, Superior Products Co.  
**ESPO BOND**, air setting, high temperature cement, Ramitte Co., Div. S, Obermayer Co.  
**ETERNIT**, asbestos-cement sheets for roofs and sidewalls, Ruberoid Co.



- ATHRO**, rug and carpet shampoo, North Coast Chemical & Soap Works
- EULANS**, mothproofing agents, General Dyestuff Corp.
- EUREKA**, belt dressing, Standard Oil Co.
- EUREKA**, marking pens, Keyo-Davis Co.
- EUREKA**, wetcleaning laundry powder, North Coast Chemical & Soap Works
- EVALIZED**, rust-resistant process, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
- KVALLOY**, stainless steel, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
- EVALPAK**, valve packing, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
- EVALTHURST**, ball bearing, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
- EVAPO-GAS**, moth fumigant, Nyco Products Co.
- EVERDUR**, hot water heaters, Patterson-Kelley Co.
- EVERET**, paint, Barrett Div., Allied Chemical & Dye Corp.
- EVERLASTING**, valves, Everlasting Valve Co.
- EVER-LITE**, lighting fixtures, Ever-Lite Co.
- EVER MOIST**, dampening device, Time Savers, Inc.
- EVERREADY**, hat and garment boxes, Automatic Paper Box Corp.
- EVINLAY**, hard surfaced inlay, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
- EWART**, detachable link belt chains, Link-Belt Co.
- EWING PONY**, wood pony laundry washer, B. Ewing & Sons, Inc.
- EXACTO**, marking labels, tags, tables, checking stands, Perfection Products Co.
- EXCEAL**, paint and grease spotter, Murphy Sales Co.
- EXCELAL**, starch finish, Eaton Chemical & Dyestuff Co.
- EXCELL-O**, cellophane tying ribbons, Freyberg Bros.-Strass, Inc.
- EXCELSIOR**, baters and steam spotting, finishing equipment, Excelsior Machinery Co.
- EXHAUSTEAM**, steam purifier, Mosewood Manufacturing Co.
- EXIDE**, storage batteries, Electric Storage Battery Co.
- EXIDUST**, industrial vacuum cleaners, Lamm Corp., Blower Div.
- EXPANDO**, cellar supports, Time Savers, Inc.
- EXPRESS-LINE**, conveyors, B & G Machinery Co., Inc.
- EX-SOIL-O**, drycleaning soap, Davies-Young Soap Co.
- EXTRACTETTE**, extractor, Cook Laundry Machinery Sales Co.
- EXTRACTOR**, leather belting, Webb Belting Co.
- EXTRA SOLUBLE COLORFIX**, dyes, H. Kobnatsky & Co., Inc.
- E-Z IRON**, finishing board pads, Fullo Corp.
- EZ-OFF**, metal cleaner, Boston Clip & Tag Co.
- EZY**, drycleaning press, Prosperity Co., Inc.
- EZY-KLEEN**, strainers for pumps and pipelines, Blackmer Pump Co.
- F**
- F.R.**, loose-leaf holders, Speed Products Co., Inc.
- F & E**, curtains, curtains, Kenrich Co.
- FABRICARE**, drycleaning finishing equipment, Dryco Corp.
- FABRICHEAD**, puff irons, Excelsior Machinery Co.
- FABRICOL**, drycleaning soap, B. R. Street & Co., Inc.
- FABRIT**, heat-sealing, mending tape, Madison Products Co.
- FABTEX**, water repellent, Merson Products Co.
- FAB-TEX**, water repellent, Spix Products Co.
- FAIRBANKS-MORSE**, pumps, motors, engines, stokers, Fairbanks Morse & Co.
- FAN-AIR**, automatic gas burners (mechanical draft), Lee B. Mettler Co.
- FAN-PAC**, packaged ventilation, DeBorther Fans Div., American Machine & Metals, Inc.
- FANTOM-FAST**, invisible identification system, National Marking Machine Co.
- FASSEL**, propeller, Package Chemical Co.
- FASTOGENIC**, textile finishes and assistants, American Aniline Products, Inc.
- FEATHER**, air compressor valves, Worthington Pump & Machinery Corp.
- FED TEX**, industrial wiping towels, Federal Textile Corp.
- FELAN**, durable water-repellent finish, E. I. du Pont de Nemours & Co., Inc.
- FEND**, protective hand cream, Mine Safety Appliances Co.
- FENT-ORAMEL**, labels, Fenton Label Co.
- FERA-FLOW**, non-slip paint, American Abrasive Metals Co.
- FERRENEW**, angle and globe valve, Lunkenheimer Co.
- FERRONAND**, iron-removal alloy, Hunsford & Terry, Inc.
- FERRON**, non-slip flooring composition, American Abrasive Metals Co.
- FIBERCOAT**, roof covering, Midland Paint & Varnish Co.
- FIBERGLAS**, cloth, insulation, etc., Owens-Corning Fiberglas Corp.
- FIELD**, draft control, Conco Engineering Works, Div. H. D. Conkey & Co.
- FILPRO**, vacuum still, U. S. Hoffman Machinery Corp.
- FILTERMASTER**, solvent filter, Hopkins Equipment Co.
- FILTER-SOL**, liquid drycleaning soap, Davies-Young Soap Co.
- FILTRAL**, DC, adsorbent filter still, Filtral Corp.
- FILTRON**, electronic filter, U. S. Hoffman Machinery Corp.
- FINISH AL**, dye base, Apex Chemical Co., Inc.
- FINNEL**, starch reclaimers, Lewis National Corp.
- FIRECRETE**, refractory cement, Johns-Manville
- FIREITE**, asbestos furnace cement, Johns-Manville
- FIREITE**, safeguards, controls, Combustion Control Corp.
- FIT-ALL**, sieve forms, Davis Specialties
- FITFOLD**, boiler return systems, U. S. Hoffman Machinery Corp.
- S-L**, laundry starch, Clinton Falls, Inc.
- FLASC-TAGS**, special tags, Str-Landell & Co.
- FLALON**, nylon funnel for press pads, Burgess-Berlin Associates
- FLAME CHEK**, flameproofing agent, Chek Products, Inc.
- FLAME PROOF XWX**, flameproofing agent, Apex Chemical Co., Inc.
- FLAMONEL**, Mamel press pads, Benillo Co.
- FLAN-L-LESS**, metal press pads, X. S. Smith
- FLASH-O-MATIC**, marking machine, Flash-Fast Div., Louis Marks, Inc.
- FLETCHER**, extractor, Fletcher Works, Inc.
- FLEXCO**, belt fasteners, Flexible Steel Lacing
- FLEXFORM**, garment shaper-drier, Tri-Pak Machinery Service, Inc.
- FLEXI-BILT**, bias, Berger Mfg. Div., Republic Steel Corp.
- FLEXITY**, rubber buckets, dippers, funnels, B. F. Goodrich Co.
- FLEXOL**, starch, Washline National Sands, Inc.
- FLEXOL DOP**, plasticizer to soften hardened interlinings, Eaton Chemical & Dyestuff Co.
- FLEX V**, belt fasteners, Flexible Steel Lacing
- FLINT**, neutral high-titer soap chip and powder, Arcton & Co.
- FLOORKOTE**, enamel, Tropical Paint & Oil Co.
- FLOORMASTER**, trucks, Lewis-Shepard Products, Inc.
- FLOOR-VEYOR**, permanent installation power belt conveyor, Rapids-Standard Co., Inc.
- FLORATOR**, solvent meter for filters, Fletcher & Porter Co.
- FLUFFED EDGE**, padding cotton, Pittsburgh Waterproof Co.
- FLUORUM**, fluorescent fabric finish, Beach Soap Co.
- FLUSH-KLEEN**, sewage ejectors, Chicago Pump Co.
- FLUTIRON**, ruffle ironer, Maxant Button & Supply Co.
- FOAM-ASBESTOS**, foam rubber laminated drycleaning pad, Gustin-Kramer Co.
- FOAMITE**, fire extinguishers, American-La France-Foamite Corp.
- FOAMONEL**, sponge press pads, Benillo Co.
- FOAMULDS**, liquid coconut soap, E. F. Drew & Co., Inc.
- FOLD-A-WAY**, shirt baskets and trucks, Time Savers, Inc.
- FOLD-KING**, shirt folding device, Time Savers, Inc.
- FOLDMASTER**, network folder, American Laundry Machinery Co.
- FOLDOMAT**, portable small network folding, stacking, counting machines, Pioneer Development Co., Time Savers, Inc.
- FOLDRITE**, network folder, American Laundry Machinery Co.
- FOLDRITE**, shirt folding and finishing equipment, Time Savers, Inc.
- FORD**, gasoline trucks and engines, Ford Motor Co.
- FORMALENE**, chloroform substitute spotter, A. F. Wolfe Co.
- FORMANIL**, aniline dyes, American Aniline Products, Inc.
- FORMATIC**, shirt unit and process, American Laundry Machinery Co., Inc.
- FORM-A-TIME CONTROL**, washer timer, Van Chemical Co.
- FORMATROL CYCLE TIMER**, automatic washer control, Prosperity Co., Inc.
- FORM FIT**, garment hangers, Pacific Coat Hanger Mfg. Co.
- FORM-RITE**, collar shaper, Hirsch Div., American Laundry Machinery Co.
- FORMULA S**, built, powdered, low-titer soap, Swift & Co.
- FORMULA 71**, drycleaning soap, Northeastern Soap & Chemical Co.
- FORMULA 12**, drycleaning soap, Package Chemical Co., Inc.
- FORMULA W-31**, ink remover, A. L. Wilson Chemical Co.
- FORS**, presses, laundry and drycleaning equipment, Prosperity Co., Inc.
- FOSKOL**, chlorinated sodium phosphate, Westvaco Chemical Div., Food Machinery & Chemical Corp.
- FOSTER-STEPHENS**, window posters, photograph-posters, sales promotion material, new paper mats, Foster-Stephens, Inc.
- FOUR-ACES**, synthetic wetcleaner in powder form, Nalco Cleaners Chemical Mfg. Co.
- 400**, liquid drycleaner, Adco, Inc.
- 411**, powdered synthetic detergent, Armour & Co.
- FOUR STAR**, wheat paste, Koeper Starch Co.
- FOXBORO**, indicating, recording, controlling instruments, Foxboro Co.
- FRACTO-CRETE**, castable refractory, Ramtite Co., Div. S. Obermayer Co.
- FRANKLIN'S**, cement treatment, cleaners, polishes, waxes, wood seal, Franklin Research Co.
- FRATEX**, cotton pads, covers and funnels for drycleaning presses, Franklin Textile Mills
- FRE-BIR-PAC**, cloth counters, automatic towel and diaper counters, Pre-Bir-Pac, Inc.
- FREE-VANE**, air-operated controller, Bristol Co.
- FREE-VANE**, electric controller, Bristol Co.
- FREMONT**, rubber floor tiles, mats, matting, Fremont Rubber Co.
- FRESH-AIR MAKER**, fans, blowers, Schweitzer-Corbin Co.
- FRIGIDAIRE**, conditioners, coolers, Frigidaire Div., General Motors Corp.
- FRINGE-IT**, fringe cleaner, Certified Chemical & Equipment Co.
- FRONTIER BRAND**, belt dressing, Riverside Chemical Co., Inc.
- FRUGAL**, pipe covering and blocks, Rubberoid Co.
- FRUGAL**, soap, Minnesota Chemical Co.
- FRYBRO**, black indelible marking ink, inner oil, Fry Bros. Co.
- FYFE**, dye dippers, E. B. Frye & Son
- FYFE SPECIAL**, clipper based aprons, Fry Bros. Co.
- FUEL-SAVER**, watertube boilers, International Boiler Works Co.
- FULTON**, laundry nets, Southern Mills, Inc.
- FUMOL**, mothproofing agent, Fumol Corp.
- FUR-E-OIL**, re-oiling and softening agent for furs and leathers, Fuchsel Chemical Co., Inc.
- FURNAS-CRETE**, castable refractory, Mexico Refractories Co.
- FUR-RAT**, fur cleaner and recombinator, Jay-Dee, Inc.
- FUR-SAN**, fur and lining cleaner, Huntington Laboratories, Inc.
- FURTEX**, fur equipment, Furtek Refurbishing
- FUR-VAULT FUMIGANT**, moth preventative for furs, Huntington Laboratories, Inc.
- FYB-FEEDERS**, stokers, American Coal Burner Co.
- G**
- GFTT**, gas power fork truck, Lewis-Shepard Products, Inc.
- G & G**, liquid or powdered stripper, bleacher, G & G Chemical Co.
- GALVANUM**, for galvanized iron, Vite-Var Corp.
- GARCO**, hangers, wire trousers guards, Garment Hanger Co.
- GAS-HEAT**, recirculators, Kinco Boiler & Engineering Co.
- GAWAY**, gas-heated network ironers, Garway Corp.
- GAVALCO**, valves, Golden-Anderson Valve Specialties Co.
- GEARLESS**, washers, Zephyr Laundry Machinery Co.
- GEED**, wet and dry spotter, Keystone Anilines & Chemical Co., Inc.
- GELATONE**, liquid size and finish, B. R. Street & Co., Inc.
- GEMZYME**, enzyme digester, George E. Mead Co.
- GENERAL**, perchloroethylene drycleaning units, Martin Equipment Co.
- GENERAL ELECTRIC**, electrical equipment, General Electric Co.
- GENERAL FORMULA**, stain remover, G & G Chemical Co.
- GERMITEX**, sour, Hood Chemical Co., Inc.
- GIANT**, built high-titer soap powder, Armour & Co.
- GIANT**, hydraulic extractor, Strake's Laundry Machinery, Inc.
- GIANT KING**, net joint, Keyo-Davis Co.
- GIBBALTAR**, alkali, Washline National Sands, Inc.
- GIBBALTAR**, marking and printed tags, Commercial Tag Co.
- GIBBALTAR TRI-PHONG CLIP**, shirt hanger fastener, Commercial Tag Co.
- GILBARCO**, cutters, Clinton Products Co.
- GILBARCO**, oil burners, Gilbert & Barker Mfg. Co.
- GILMER**, feed ribbons, V-belts, hat belting, L. H. Gilmer Co., Div. U. S. Rubber Co.
- GILT EDGE**, round leather belting, L. B. Williams & Sons
- GLAZEEN**, fur glazing fluid, Package Chemical Co., Inc.
- GLAZOLENE**, seal liner, Nyco Products Co.
- GLEEM**, liquid wetcleaning soap, Trico Chemical Div., Tri-State Equipment Co.
- GLEN ZIP**, zipper repair tools, supplies, Glen Zip Co.
- GLIDE GLEAM**, wax compound for lubricating ironing equipment, Kern Laboratories

**GLIDE LINER**, pressing machines, laundry power presses, Utigsten Co.  
**GLIDERS**, electric iron, J. W. Steele & Co.  
**GLIDERS**, pressing machines, Lowell Textile Machinery Co.  
**GLIM**, detergent, General Aniline & Film Corp., Special Products Sales Div.  
**GLOSS-N**, liquid rug and upholstery cleaner, Glaze's Products Co., Inc.  
**GLOBE**, laundry, drycleaning washers, American Laundry Machinery Co.  
**GLOBE**, pillow soap chips, Swift & Co.  
**GLOVER**, cleaners operating, Bull Glover, Inc.  
**GLUV-N**, glove soap, Davison-Young Soap Co.  
**GLYD-ON**, short clip, Time Savers, Inc.  
**GMC TRUCKS**, motor trucks, GMC Truck & Coach Div., General Motors Corp.  
**GO-BACK**, moneys for fatback presses, Rumschall Mfg. Co.  
**GOLDEN**, laundry soaps, Fry Bros. Co.  
**GOLD-FLD**, boilers and condensation return systems, Golden Pressing Machinery Corp.  
**GOLD LINE**, laundry fabric, Tingle, Brown & Co.  
**GOLD MEDAL**, hatters' chemicals, machinery, Hatters Supply House, Inc.  
**GOLD MEDAL**, wets, Southern Mills, Inc.  
**GOLDREAL**, colored specialty tapes, Gummed Tapes & Devices Co.  
**GOLD SEAL**, rug shampoo, Huntington Laboratories, Inc.  
**GOLD STAR**, feed ribbons, L. H. Gilmer Co., Div. U. S. Rubber Co.  
**GOODRICH**, rubber hose, belting, packing, B. F. Goodrich Co.  
**GORTON**, air eliminators, Gorton Heating Corp.  
**GOVERNOR**, marking tags, A. Goodman & Co.  
**GRAND**, hatters' equipment, supplies, Maxson Buttons & Supply Co.  
**GRANOLITH**, paint for brick, concrete, stucco, U. S. Gotta Ferch Paint Co.  
**GRANUWAX**, granulated wax, Lewis National Chemical Co.  
**GREAVES**, silent bevel gears, milling machines, Greaves Machine Tool Co.  
**GREENBACK**, apron duck, John T. Stanley Co., Inc.  
**GREEN BUBBLES**, soap powder, Minnesota Chemical Co.  
**GREENCOTE**, refractory maintenance coating, A. F. Green Fire Brick Co.  
**GREEN LABEL**, builder's compound, Solvay Sales Div., Allied Chemical & Dye Corp.  
**GREEN LABEL**, laundry fabrics, L. Lally Co.  
**GREEN OLIVE**, soap, Rome Soap Mfg. Co.  
**GREENSTRIP**, cover cloth, John T. Stanley Co., Inc.  
**GREEN STRIPE**, padding, William E. Hooper & Sons  
**GREENZYME**, digestive enzyme, Greenville Chemical Co.  
**GREIF**, hangers, guards, Greif Bros. Corporation Corp., Wire Garment Hanger Div.  
**GREID**, break power, Speare Co.  
**GREYHOUND**, extracting, synthetic washer, wash-wheel, Hercules Laundry Machinery Co.  
**GREYHOUND**, washers, U. S. Hoffman Machinery Corp.  
**GREY-ROCK**, brake lining, clutch facings, brake blocks, Raybestos-Manhattan Co.  
**GRID**, unit heaters, D. J. Murray Mfg. Co.  
**GRIMES**, air compressors, Grimes Co.  
**GRIP-TITE**, marking tag, Liberty Marking Tag Co., Inc.  
**GRIPITTE**, rug pole hangers, American Laundry Machinery Co.  
**GROSS**, drycleaning extractors, filters, tumblers, washers, Gross Machinery Co., Inc.  
**GROSSAIR**, open-end tumbler, Gross Machinery Co., Inc.  
**GROSS-OMATIC**, safety petroleum drycleaning unit, Gross Machinery Co., Inc.  
**GROSS STAR**, grid plates, electric steam iron, L. Rehrbach Co.  
**GROSS-X**, tumbler, Gross Machinery Co., Inc.  
**G-S-EAL**, pipe joint compound, Quigley Co., Inc.  
**G-SOL**, drycleaning soap, G. & G. Chemical Co.  
**GUARANTEED**, built, powdered high-titer laundry soap, Swift & Co.  
**GUARDSMAN**, watchclock, Detex Watchclock Corp.  
**GUMCRAFT**, tapes, labels, Gummed Tape & Devices Co.  
**GUTH FLUORESCENT**, fluorescent lighting equipment, Edwin F. Guth Co.  
**GUTH GERM-KILLING LIGHTS**, bactericidal lighting equipment, Edwin F. Guth Co.

**HAGER STOKER FEEDER**, screw type conveyor, Hager Bros.  
**HAMILTON**, casters, wheels, trucks, Hamilton Carter & Mfg. Co.  
**HAMMILL**, sorting padding, American Laundry Machinery Co.  
**HAMMILL-DALL**, valve controls, valves, Ham-mill-Dall Co.  
**HAMMOND**, washers, tumblers, etc., Hammond Laundry-Cleaning Machinery Co.  
**HANDEL**, presses, Force Equipment Corp.  
**HANDEL**, road cleaner, Form-Aseptic Corp.  
**HAND-FILM**, protective hand cream, National Cleaners Chemical Mfg. Co.  
**HANDI**, bundle and garment racks, Speare Co.  
**HANDIPAK**, portable autographic register, Egly Register Co.  
**HANDIROL**, mending tape, Gummed Tape & Devices Co.  
**HANDY**, bag holder and spreader, Handy Bag Holder & Spreader Co.  
**HANDY**, work ironer, American Laundry Machinery Co.  
**HANDY**, gate valve, Lunkenheimer Co.  
**HANDY-ANDY**, industrial trucks, Rapid-Standard Co.  
**HANDYPAK**, day tags, Tagit Co.  
**HANG-A-LOX**, wire hanger rack, Time Savers, Inc.  
**HANGER-TIES**, hanger combiners, H. F. Harrison & Co.  
**HANG-RITE**, garment hangers, Waldorf Paper Products Co.  
**HARDIN**, stain remover, detergent, etc., J. L. Hardin Co.  
**HAUSER-STANDER**, wood tanks, Hauser-Stander Tank Co.  
**HAWKEYE**, soap flakes, Iowa Soap Co.  
**HAYS**, veriflow meter, visio-ratio gauge, Hays Corp.  
**HEARTH-CRETE**, refractory material, Quigley Co., Inc.  
**HEART-OAK**, leather belting, Gorton & Knight Co.  
**HEAT-O-SEAL**, thermium heat-seal labels, Tompkins' Label Service  
**HEIDI**, curtain ruffle iron, Burkitts Specialties Co.  
**H. E. FLUELESS**, boilers, P. M. Luther Mfg. Co.  
**HELE-SHAU**, pumps, American Engineering Co.  
**HELMET**, steel safety pans, Rudon Mfg. Co.  
**HERCULES**, extractors, Haring & Stephens Co.  
**HERMAN**, delivery truck body, Herman Body Co.  
**HERO**, fire extinguishers, Bostwick Laboratories  
**HEXAGON**, pads, covers, Statham Co.  
**HEXAMO**, prepregator, Riverside Mfg. Co.  
**HEXITE**, wetcleaning soap, Riverside Mfg. Co.  
**HEXOLATE**, alkali, soap builder, Lewis National Chemical Co.  
**HE-RASEX**, sealite, Hungerford & Terry, Inc.  
**HIGH FLASH SHELL-SOL**, naphtha petroleum solvent, Shell Oil Co., Inc.  
**HIGH-SPEED**, curtain drier, drying tumbler, American Laundry Machinery Co.  
**HI-GRADE**, leather belting, cement, dressing, Cornell Belting Co.  
**HI-INVERSAID**, sealite, Hungerford & Terry, Inc.  
**HILD**, rug and carpet shampooing equipment, Hold Floor Machine Co.  
**HIL-O**, built low-titer soap powder, Armour & Co.  
**HIL-O**, condensation return pump, Teomant Bros. Co.  
**HIL-O-CROME**, chrome base bonding mortar, Mexico Refractories Co.  
**HIL-OSET**, high temperature bonding mortar, Mexico Refractories Co.  
**HILUSTRE**, fur glazing fluid, Bernard Strotta Co.  
**HI-SPEED**, belt fittings, Time Savers, Inc.  
**HI-SPEED**, washers, Zephyr Laundry Machinery Co.  
**HI TEST**, high pressure welded boilers, Kawano Boiler Corp.  
**HI-TEST**, moth spray, Bernard Strotta Co.  
**HOFFCO-VAC**, portable vacuum cleaner, U. S. Hoffman Machinery Corp.  
**HOFFMAN**, drycleaning laundry machinery, U. S. Hoffman Machinery Corp.  
**HOFFMANETTE**, silk finishing press, U. S. Hoffman Machinery Corp., Valter Dist.  
**HOFF-MARKIN**, dress shaper, U. S. Hoffman Machinery Corp.  
**HOFFMATIC**, automatic pressing machines, U. S. Hoffman Machinery Corp.  
**HOLDAPRES**, trouser hanger, B & C Engineering Co.  
**HOLD-FAST**, belt dressing, I. B. Williams & Sons  
**HOL-TITE**, collar supports, Wormstead, Smith & Loomis, Inc.  
**HOL-TITE**, marking tags, Liberty Marking Tag Co., Inc.  
**HOLT WHIRLWIND**, floor polishers, Holt Mfg. Co.  
**HOMO-FLEX**, hose, belting, Raybestos-Manhattan, Inc.  
**HOOLCLOR**, bleach, Hood Chemical Co., Inc.  
**HOOPER**, automobile and engine governors, Hoof Products Co.  
**HOOPERWOOD**, cotton press padding, nets, William F. Hooper & Sons  
**HOOPER PEARL**, corn starch, National Starch Products, Inc.  
**HOPE**, tapes, belting, Hope Webbing Co.  
**HOPKINS**, washing machines, tanks, Hopkins Equipment Co.  
**HOPKINS ATOMIZER**, sputter, Hopkins Equipment Co.

**HOPKINS FILTER**, horizontal, bag type filter, Hopkins Equipment Co.  
**HORNAL**, exterior paint, A. C. Horn Co., Inc.  
**HORN DRI-N-TITE**, rust coating, A. C. Horn Co., Inc.  
**HORNGLAZE**, floor wax, A. C. Horn Co., Inc.  
**HORN NU-WAY**, RESURFACER, resurfacing concrete floors, A. C. Horn Co., Inc.  
**HORNSEAL**, boiler setting, A. C. Horn Co., Inc.  
**HOT-SHOT**, condensation return pump, Teomant Bros. Co.  
**HOTT PATCH**, heat setting high temperature cement, Bascor Co., Div. V. Obermyer Co.  
**HUBER**, overfeed stokers, Flynn & Emrich Co.  
**HUBINGER COMPOUND**, corn starch, Hubinger Co.  
**HUB-PERFORATING**, laundry marking tags, Boston Clip & Tag Co.  
**HUDSON BLEACH**, sodium hypochlorite, Kuchas Chemical Co.  
**HUEBSCH**, tumblers, Huebsch Div., American Laundry Machinery Co.  
**HUMIDIGRAPH**, direct-reading humidity recorder, Bristol Co.  
**HUNGERFORD**, filters, Hungerford & Terry, Inc.  
**HYDRASOL**, wetcleaning solvents, Key-tone Aniline & Chemical Co., Inc.  
**HYDRAULIC HANDLIFT** and **FOOTLIFT**, trucks, Lewis-Shepard Products, Inc.  
**HYDRATOR**, extractor, Zephyr Laundry Machinery Co.  
**HYDRAZENE**, rust remover, National Cleaners Chemical Mfg. Co.  
**HYDREPEL**, naptha-soluble waterproofing, National Cleaners Chemical Mfg. Co.  
**HYDROBREAK**, laundry chemical, Diamond Alkali Co.  
**HYDRO CLARO**, bleach, Lewis National Chemical Co.  
**HYDRO-KING**, washer, Mid-West Laundry Machinery Mfrs.  
**HYDROL**, spotting acids, Riverside Mfg. Co.  
**HYDROLATE**, laundry chemical, Diamond Alkali Co.  
**HYDROSULFITE OF SODA**, stripping agent, Jacques Wolf & Co.  
**HYDROSULFOSOL**, ointment for burns, Res-Davis Drugs, Inc.  
**HYEX**, super duty firebrick, McLeod & Henry Co., Inc.  
**HYFLO SUPER-CEL**, filter powder, Johns-Manville  
**HY-GLOS**, gummed, ungummed labels, Tompkins' Label Service  
**HYGRADE**, plastic buttons, Hygrade Button & Supply Co.  
**HY-L-O**, blanket washer, American Laundry Machinery Co.  
**HYFAC**, bleach, Lewis National Chemical Co.  
**HY-SOL**, soap builders, Thompson-Hayward Chemical Co.  
**HYSPAR**, aluminum and white enamel under-paint, Midland Paint & Varnish Co.  
**HYTEMITE**, high temperature bonding mortar, Quigley Co., Inc.  
**HYTEXAL**, built tallow soap, M. Werk Co.  
**HY-V AIR JET**, high velocity concentrated cooling fan, DeBothezat Fans Div., American Machine & Metals, Inc.  
**HY-WHITE**, soap, H. Kohnstamm & Co., Inc.  
**HYWHITE**, blue, Speare Co.

## I

**LD-N**, iodine stain remover, Package Chemical Co., Inc.  
**IMO**, rotary pump, De Laval Steam Turbine Co.  
**I.S.**, press clamp, slip chain, racks, Ink-I Products Co.  
**IXL**, laundry soaps, Fry Bros. Co.  
**IDEAL**, filter paste soap, National Cleaners Chemical Mfg. Co.  
**IDEAL STYLE A**, laundry washer, American Laundry Machinery Co.  
**IGEPALS**, synthetic detergents, General Dyestuff Corp.  
**IGEPONS**, synthetic detergents, General Dyestuff Corp.  
**IMPACTOR**, valve handwheel, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.  
**IMPERIAL**, asbestos pipe covering and blocks, Babcock Co.  
**IMPERIAL**, chest type ironer, Imperial Laundry Machinery Co.  
**IMPREGNOLE**, water repellent, Warwick Chemical Co.  
**IN-CEL-ATE**, insulating cement, Mexico Refractories Co.  
**INCO**, metal castings, fittings, tubings, nickel alloy fittings, castings, etc., International Nickel Co., Inc.  
**INCONEL**, alloy of nickel and chromium, International Nickel Co., Inc.  
**INDEL-O-MARK**, indelible fountain pen, ink cartridges, Mark-O Products Co.  
**INDIAN**, laundry soap, North Coast Chemical & Soap Works  
**INDIAN HEAD**, uniform fabric, Nashua Mfg. Co.  
**INDUSTRIAL**, cylinders, extractors, tumblers, washers, Industrial Laundry Machinery Co., Inc.  
**INDUSTRIAL**, neutral soap chips and powder, Armour & Co.  
**INGERSOLL-RAND**, compressors, blowers, pumps, Ingersoll-Rand Co.  
**INGRAIN**, laundry starch, Industrial Grain Products, Ltd.

**INDEX**, ink remover, Patek & Co.  
**INAGO**, liquid oxidizing agent, A. L. Wilson Chemical Co.  
**INK-KLEEN**, indelible ink remover, Kem Laboratories  
**INNER-PACK**, steel split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.  
**INFANT**, milk killer, Berling Mfg. Co.  
**INSTITUTIONAL**, starch, A. E. Staley Mfg. Co.  
**INSTRUCTOR**, spot remover, B. R. Street & Co., Inc.  
**INSULAG**, plastic refractory lagging and finishing material for high temperature equipment, Quigley Co., Inc.  
**INSULBRIX**, insulating firebrick, Quigley Co., Inc.  
**INSULCRETE**, refractory material, Quigley Co., Inc.  
**INTERNATIONAL**, trucks, International Harvester Co.  
**INTEX**, integral seat valves, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.  
**INVAIDER**, motor Schenck-Dornbier Pump Co.  
**INVERCARD**, sealant, Hungerford & Terry, Inc.  
**INVERSAID**, water softening minerals, water softeners, Hungerford & Terry, Inc.  
**INVINCIBLE**, laundry nets, John T. Stanley Co., Inc.  
**IODASE**, iodine stain remover, Greenville Chemical Co.  
**IRON CITY**, duck cover, Pittsburgh Waterproof Co.  
**IRON FIREMAN**, stokers, gas and oil burners, Iron Fireman Mfg. Co.  
**IRON HORSE**, metalware, Rochester Can Co.  
**IRONOIL**, ironing surface lubricant, Patek & Co.  
**IRON OILITE**, machine parts lubricating bearings, Amplex Div., Chrysler Corp.  
**IRON-RITE**, metallic flake work inner pads, Falco Corp.  
**IRROOIS**, safety pins, Rindon Mfg. Co.  
**IRROOIS**, soap, Lewis National Corp.  
**IRON-oxide-zinc chromate paint**, Sulox, Inc.  
**ISOLCOR**, powdered bleach, Carman & Co., Inc.  
**ISOGRAPH**, stencil ink, Carman & Co., Inc.  
**ISOMODE**, vibration absorber pads, press shock absorber units, M. B. Mig. Co., Inc.  
**ISOTABS**, tablet-form laundry blues, Carman & Co., Inc.  
**IVORY**, soaps, chips, powder, Procter & Gamble Distributing Co.  
**J**  
**J.F.S.**, variable speed reducers, Stephens-Adamson Mfg. Co.  
**J-M**, packings, gaskets, Johns-Manville  
**J-P-S**, dyeing soap, B. R. Street & Co., Inc.  
**JANET**, steam necktie presses, glove forms, Shedlov-Helix Mfg. Co.  
**JAY BEL**, super duty firebrick, Mexico Refractories Co.  
**JAY-DEE**, fur stretcher and softener, mothproofing liquid, Jay-Dee, Inc., Mfg. Chemists  
**JEFFERSON ISLAND**, salt, Jefferson Island Salt Co., Inc.  
**JETVEYOR**, steam jet ash conveyor, Brady Conveyors Corp.  
**JIFFY**, blanket washer, Abe Cohen & Son  
**JIFFY**, cut brusher, bagging device, Medalie Mfg. Co.  
**JIFFY**, pull irons, Columbia Laundry Machinery Co.  
**JIFFY**, sock turner, Time Savers, Inc.  
**JIFFY** SORTERS, sorting hooks with clip attached, Frank H. Smith Co.  
**JIFFY-STICK**, ink remover, National Cleaners Chemical Mfg. Co.  
**JF-TI**, grass covers, pads, Tinsue, Brown & Co.  
**JOHNSON**, flexible metal hose, Johnson Metal Hose, Inc.  
**JOHNSON**, ironer oil, liquid stripper, Johnson Chemical Industries, Inc.  
**JOHNSON**, rotary pressure joints, steam water heater, compressed air separators, compressed air aftercoolers, high temperature boiler feed system, solenoid valves, automatic boiler water controls, Johnson Corp.  
**JOMAC**, nylon and wool cover cloth, C. Walker Jones Co.  
**JUMBO**, metallic wool padding, International Steel Wool Corp.  
**JUMBO**, net pins, Rindon Mfg. Co.  
**JUNIOR**, extractor, Fletcher Works, Inc.  
**JUNIOR CHALLENGER**, washer, Miller Laundry Machinery Co.  
**JUNIOR KING**, net pins, Keyes-Davis Co.

## K

**K.A.T.**, water conditioner, American K.A.T. Corp.  
**K.B.**, sodium hypochlorite bleach, Klierman Bros., Inc.  
**K-D**, nets, marking pins, Keyes-Davis Co.  
**K-I**, wetcleaning soap, Northwestern Soap & Chemical Co.  
**KMS**, mothproofing agent, Kinford Co.

**K.O.P.**, coco-potash soap, Armour & Co.  
**K & T**, valves, Klippel Mfg. Co.  
**KALITE**, calcium carbonate, Diamond Alkali Co.  
**KAME-o-KLEEN**, soap powder, Kamen Soap Products Co., Inc.  
**KAMENOL**, D, synthetic detergent, Kamen Soap Products Co., Inc.  
**KAMENOL M**, powdered laundry soap, Kamen Soap Products Co., Inc.  
**KAMENOL 92**, soap flakes, Kamen Soap Products Co., Inc.  
**KAMENOL 98**, soap beads, Kamen Soap Products Co., Inc.  
**KAMEX**, vegetable powdered low-titer soap, Kamen Soap Products Co., Inc.  
**KANE**, gas-fired steam boilers, Merrick-Kane-Olefield, Inc.  
**KANTARK**, non-renewable fuses, Trico Fuse Mfg. Co.  
**KARAGAMI**, powdered wax, Concord Chemical Co.  
**KARGO-KING**, aluminum-alloy van panel truck bodies, J. A. E. Olefield Co.  
**KARPET-KANE**, carpet cleaner, Bigelow-Seaford Carpet Co.  
**KARRICK**, laundry detergents, Karrick Co.  
**KATOLIGHT**, generators, light bulbs, Kate Engineering Co.  
**KAY**, concentrated mothproofing, Kinford Co.  
**K-B**, break alkali, Laundry Chemicals Co.  
**K-BITE**, crysallizing soap, H. Krevit & Co., Inc.  
**KECKLEY**, steam and liquid control equipment, O. C. Keckley Co.  
**KEEDOL**, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolfe Co.  
**KEELER**, CP, boilers, E. Keeler Co.  
**KEE-STAR**, corn starch, Keever Starch Co.  
**KEEVER**, rug and carpet size, Keever Starch Co.  
**KEEVER CLEANER**, cleaner for metal sleeve forms and press, Keever Starch Co.  
**KEKO**, moth-repellent garment storage bags, Kennedy Car Liner & Bag Co.  
**KELCO**, cutting oil, Keystone Lubricating Co.  
**KELITE**, laundry and boiler compounds, Kelite Products, Inc.  
**KELLEY**, heat reclaimers, hot water heaters, storage heaters, Patterson-Kelley Co., Inc.  
**KELLOGG-AMERICAN**, air compressors, paint spray equipment, exhaust fans, American Brake Shoe Co., Kellogg Div.  
**KELMAKER**, pressure filters, vacuum traps, sight glass assemblies, Kelmaker Mfg. Co.  
**KEM-BLU**, liquid blues, Kem Laboratories  
**KEMINATE**, synthetic detergent, Kem Laboratories  
**KEMITE**, sour, Kem Laboratories  
**KEMO**, alkali compounds, Kem Laboratories  
**KENNEDY**, paper bags, Kennedy Car Liner & Bag Co.  
**KENNEY**, water softeners, filters, zeolite, Kennedy Softener & Filter Co.  
**KENTUCKY**, trucks, dollies, hampers, boxes, Kentucky Box & Truck Co.  
**KEWANE**, heating boilers, power boilers, storage water heaters, steel tanks, water heating gas-burners, Kewanee Boiler Corp.  
**KEY-LOK**, brake blocks, Raybestos-Mahabatt, Inc.  
**KEYLUBRIC**, air tool lubricant, Keystone Lubricating Co.  
**KEYSTONE**, alkalis, Swift & Co.  
**KEYSTONE**, extractors, Keystone Laundry Machinery Co.  
**KEYSTONE**, hat sizing, Keystone Aniline & Chemical Co.  
**KEYSTONE**, leather and liquid glove soap, nail polish remover, white kid glove bleach, Keystone Aniline & Chemical Co., Inc.  
**KEYSTONE**, steam generator, Erie City Iron Works  
**KEYSTONE**, water heaters, Crane Co.  
**KEYSTONE**, was spot remover, Keystone Lubricating Co.  
**KEY-TAG**, automatic mechanical identification system, Key-TAG Checking System Co.  
**KEYTEX**, drycleaning soap, Keystone Aniline & Chemical Co., Inc.  
**KEY-TEX**, filter soap, G & G Chemical Co.  
**K-555**, low temperature soap powder, Laundry Chemicals Co.  
**KIDDE**, fire extinguishers, Walter Kidde & Co., Inc.  
**KILLARNEY**, laundry blue, Patek & Co.  
**KILLFIRE**, automatic fire extinguisher, General Machine Supply Co.  
**KING-CLIP**, gate valve, Lunkenheimer Co.  
**KIRK'S**, spray guns, formers, finishers, Kirk's Leather Cleaners  
**KISCO**, boiler room equipment, Kisco Boiler & Engineering Co.  
**KLEANWELL**, oil soap, Minnesota Chemical Co.  
**KLEENAF**, rug detergent, H. Kohstamm & Co., Inc.  
**KLEENFLO**, activated sweetener, L. A. Salomon & Son  
**KLEENFLO**, filter aid-sweetener, Lewis National Corp.  
**KLEEN-RITE**, paste soap, National Cleaners Chemical Mfg. Co.  
**KLEEN SHEEN**, paste rug soap, Adco, Inc.  
**KLEERITE**, indelible inks, American Writing Ink Co., Inc.  
**KLEEVUE**, safety eye guard, gauge glass protector, Wright-Austin Co.  
**KLENEASE**, wetcleaning soap, Caled Products Co., Inc.  
**KLEBA CID**, laundry sour, Wyandotte Chemical Co.  
**KLEX**, pumice soap, Colgate-Palmolive-Port Co.

**KLEGG-BILT**, break powder, Klegman Bros., Inc.  
**KLIFFEL**, valves, Klippel Mfg. Co.  
**KLIPLINK**, clamps for fuse clips, test clamps, Time Five Mfg. Co.  
**KLIP-ZIT**, dryer clips, Time Savers, Inc.  
**K-LIQUID SOAP**, liquid soap, Laundry Chemicals Co.  
**KLLX**, paint remover, Nu-Pro Mfg. Co.  
**KLOB-LENE**, spotting solution with chlorefort action, Davies-Joy Soap Co.  
**KLOBO**, liquid detergent for use with synthetic solvent units, Adco, Inc.  
**K-MASTER**, bars, traps, pressure regulating valves, Kaye & MacDonald, Inc.  
**K-MONEL**, heat treating alloy, International Nickel Co., Inc.  
**KNIGHT-WARE**, acid-proof chemical stoneware, Maurice A. Knight  
**KNITTED PADDING**, knitted padding, Knitted Padding Co.  
**KNOTLOCK**, laundry nets, New York Net Co.  
**KORD**, liquid wetcleaning soap, Adco, Inc.  
**KOKOWEY**, wetcleaning soap, Madison Co., Inc.  
**KOLD**, sour, Minnesota Chemical Co.  
**KOLITE**, cold-water built soap, John T. Stanley Co., Inc.  
**KOL MASTER**, stokers, Kol Master Corp.  
**KOLSTRIP**, cold-water liquid color stripper, Washline National Sands, Inc.  
**KOLURGO**, hot-water liquid color stripper, Washline National Sands, Inc.  
**KOMO**, blues, ironer oil, Minnesota Chemical Co.  
**KOMONOL**, organic detergent, Minnesota Chemical Co.  
**K-LIII-B**, break powder, Laundry Chemicals Co.  
**K-LIII**, soap builder, Laundry Chemicals Co.  
**KOHLER-KOTE**, aluminum roof coating, Midland Paint & Varnish Co.  
**KORMATEX**, spotter for cosmetic stains and liquors, Fates & Co.  
**KOVERLON**, file fasteners, Speed Products Co., Inc.  
**KRYLON FOAM**, pressing pads, U. S. Rubber Co., Krylon Div.  
**KRAN-MER**, dyeing, Kran-Mer Corp.  
**KROMOAK**, leather and waterproof leather belt, Charlotte Leather Belting Co.  
**KROMOYAN**, leather and waterproof leather belt, Charlotte Leather Belting Co.  
**K-SOLVENT**, detergent for industrial wetwash, Laundry Chemicals Co.  
**K-SH**, built soap powder, Laundry Chemicals Co.  
**KUNKLE**, safety and relief valves, Kunkle Valve Co.  
**KURB-SIDE**, motor truck bodies, J. B. E. Olson Corp.  
**KWICK**, fluorescent bleach, Eaton Chemical & Dyestuff Co.  
**KWIK CHANGE**, cover and iron springs, Time Savers, Inc.  
**KWIK COVER**, hanger shields, Kwik Cover Sales Co.  
**KWIK-SET**, bag and net holders, Time Savers, Inc.  
**KWIK SUDS**, laundry soap, Kem Laboratories  
**KWIK TAG**, marking tags, Kwik Cover Sales Co.  
**KWIK SET**, washing machine timer, H. C. Schmitt, Clark Co.  
**KWK VOLICLAY**, bentonite clay, American Colloid Co.

## L

**L. M. C.**, pumps, Lobhock Machine Co., Inc.  
**L-N**, sour, tags, Lewis National Corp.  
**L.S.E.**, liquid remover, Murphy Sales Co.  
**L.W.C.**, insulating castable refractory, Hamitts Co., Div. S. Obermayer Co.  
**LACLED**, grates, stokers, Laclede Stoker Co.  
**LACQUEBOL**, spotting agent, Nu-Pro Mfg. Co.  
**LA FRANCE**, pumps, American La France-Formite Corp.  
**LAIDLAW**, hangers, W. A. Laidlaw Wire Co.  
**LAMTEX**, floor mats, press pads, Burgess-Berliner Associates  
**LAMTEX**, sponge press pads, Pittsburgh Tag Co.  
**LANATEX**, controlled alkaline detergent for fugitives, Carman & Co., Inc.  
**LANATEX**, C, alkaline detergent for carpets and rugs, Carman & Co., Inc.  
**LANE**, baskets, trucks, hampers, W. T. Lane & Bros., Inc.  
**LANI-TEX**, press pads, floor mats, Pittsburgh Tag Co.  
**LAPELLETES**, lapel protectors, M. H. Gromauer Co.  
**LARTON**, assembly hooks, sorters, Larton Products, Inc.  
**LATCO**, boilers, F. M. Lattner Mfg. Co.  
**LATHERINE**, rug cleaner, Continental Car-Na-Vo Corp.  
**LATTNER**, boiler feed pumps and return systems, F. M. Lattner Mfg. Co.  
**LAUNDERLOG**, recording washwheel thermometer, water level recorder, Faboro Co.  
**LAUNDERITE**, laundry starch, Clifton Foods, Inc.  
**LAUNDRY COMPOUND**, soap builder, Solvay Sales Div., Allied Chemical & Dye Corp.  
**LAUNDRY SOUR**, acid material for neutralizing, Turco Products, Inc.  
**LAUREL**, rubber markers, Laurel Co.



- LAVEROL**, spot washing, General Dyestuff Corp.
- LAVEL APPARATUS**, process for bleach, Wallace & Timmerman Products, Inc.
- LAVOX**, machinery enamel, Pittsburgh Plate Glass Co., Paint Div.
- LAWSON**, julkies, hand trucks, wheels, casters, Monarch Wheel Spring Pulley Co.
- LAYCO**, garment hanger, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
- LAYNE**, vertical turbine pumps, water well screens, Layne & Bowler, Inc.
- LAYTITE**, floor coating, Hiscote Mfg. Co.
- LEATHERFAST**, suede leather dye, Keystone Aniline & Chemical Co., Inc.
- LEATHER-LIFE**, leather dressing, Nyco Products Co.
- LEATHER-LUSTRE**, smooth-leather colors, Keystone Aniline & Chemical Co., Inc.
- LEATHER SOAP**, leather cleaning and glove soap, Spitz Products Co.
- LECTROBROT**, fan, Sun Fluorescent Electric Co.
- LED-FLATE**, thread, and gasket paste, Armite Laboratories
- LEERAW**, conveyor, industrial trucks, Leebaw Mfg. Co.
- LEEF**, flexible forms, Leaf Bros., Inc.
- LEFFEL**, automatic underfoot stickers, steam boilers, James Leffel & Co.
- LENACO**, baskets, blanchers, blons, ink, iron oil, pads, hazels, press covers, cement, Lewis National Corp.
- LENACO NO-SNAG**, tumbler pads, Lewis National Corp.
- LENASOL**, disinfectant, Lewis National Corp.
- LENLEL**, overcoat shaper, U. S. Hoffman Machinery Corp., Valter Dot.
- LEONARD**, manually operated drying press, Leonard Pressing Machine Co.
- LESLIE**, controls and regulators, pumps, valves, Leslie Co.
- LESLIE-TYPO**, whistles, horns, signals, Leslie Co.
- LESO**, glove soap, No-Pro Sales Corp.
- LESTON**, liquid synthetic detergent, Adell Chemical Co.
- LETHALAIRE B-18**, insecticide, Virginia Smoothing Co.
- LETHALAIRE V-38**, insecticide, Virginia Smoothing Co.
- LETHOL MOTH FUMIGANT**, insecticide, Mortem Chemical Laboratories
- LEVELENE**, textile dyeing assistants, American Aniline Products, Inc.
- LEVELENE FGD**, color-setting liquid, American Aniline Products, Inc.
- LEVELON**, strippers, Eaton Chemical & Dyestuff Co.
- LEVELON BLUE**, blues, H. Kohnstamm & Co., Inc.
- LEVELOMETER**, gauges, Liquidometer Corp.
- LEVELON, blue**, H. Kohnstamm & Co., Inc.
- LEWIS**, baskets, trucks, G. B. Lewis Co.
- LEWIS**, rug binding machines, Lewis Invisible Stitch Machine Co.
- L-1008**, laundry starch, Clinton Foods, Inc.
- LIFE FOR FABRICS**, water repellent and fabric conditioners, Franklin Research Co.
- LIFETIME MOTHPROOFING**, moth repellent, Sibur Morthproof Co.
- LIFETIME WALL**, suspended boiler wall, George F. Romer
- LIGHTNING**, drying press, fur and upholstery cleaning compounds, Mortem Chemical Laboratories
- LIGHTNING**, water-repellent dip tank, Hopkins Equipment Co.
- LIME-SOLV**, calcium solvent, H. Kohnstamm & Co., Inc.
- LINCULIN**, rug and carpet redyeing, Lincoln-Hudson Rug Dyers, Inc.
- LINEX**, synthetic wetcleaning soap, Allen & Vickers, Inc.
- LINK-BELT**, chains, conveyors, stokers, power transmission machinery, Link-Belt Co.
- LINN**, special bodies, delivery trucks, Linn Coach & Truck Div., Great American Industries, Inc.
- LEON-BILT**, work uniforms, Lion Uniform Co.
- LIP-4-CATER**, lipstick and lacquer remover, W. F. Johnson Products Co.
- LIPOFF**, cleaning compounds, Mortem Chemical Laboratories
- LIPSTICK-MUV**, lipstick remover, Package Chemical Co., Inc.
- LIQUA-BREAK**, washroom detergent, Davies-Young Soap Co.
- LIQUID BLUE**, blues, Diamond Alkali Co.
- LIQUID BLUE**, blues, H. Kohnstamm & Co., Inc.
- LIQUID DUCLENE**, drying detergent, Armour & Co.
- LIQUID MORTEMOTHE**, insecticide, Mortem Chemical Laboratories
- LIQUIDOMETER**, gauges, Liquidometer Corp.
- LIQUIVATOR**, coordinate return system, Murehead Mfg. Co.
- LIQUON**, water softening equipment, Liquid Conditioning Corp.
- LIQUONEX**, water treatment chemical, zeolites, Liquid Conditioning Corp.
- LITMAKER**, listing machines, National Marking Machine Co.
- LITTLE CHIEF**, pumps, Fairbanks, Morse & Co.
- LITTLE GIANT**, cuff and pocket cleaner, Little Giant Specialties
- LITTLE GIANT**, synthetic cleaning unit, West Coast Laundry Machinery Co.
- LITTLE GIANT**, water spray gun, Stebbins Mfg. & Supply Co.
- LITTLE SCOTCHMAN**, Scotch marine boilers, U. S. Hoffman Machinery Corp.
- LITTLE WARRIOR**, metal washer, Illinois Laundry Machinery Mfg. Co.
- LITTLE WONDER**, electric whiskbrush, American Freshland Co., Inc.
- LIVE OAK**, leather transmission belting, Eagle Belting & Leather Co.
- LIXATE**, rock salt dissolver, International Salt Co., Inc.
- L. N. & A.**, spotter and stripper, Lewis National Corp.
- LOCK END**, trouser guards, necktie forms, Fast Products Co.
- LOREN**, garment, rug drying, Loeb Dye Works, Inc.
- LO-FRONT**, washer, U. S. Hoffman Machinery Corp.
- LOGGE**, soap builder, Minnesota Chemical Co.
- LO-HED**, huts, car pullers, American Engineering Co.
- LOK-TITE**, marking tags, Liberty Marking Tag Co., Inc.
- LO-MAINTENANCE**, electric motors, Allis-Chalmers Mfg. Co.
- LONGBOY**, laundry net, Carum Textile Co., Inc.
- LONGLIFE**, zipper apertures, inner ribbons, Tigue, Brown & Co.
- LOOKOUT**, boilers, Lookout Boiler & Mfg. Co.
- LORET**, stokers, Canston Stoker Corp.
- LOSTOKER**, boiler stoker, Detroit Stoker Co.
- LOIDES**, conveyors, cranes, hoists, Louden Machinery Co.
- LOW FRONT**, washers, Zephyr Laundry Machinery Co.
- LOX-IN**, collar supports, Time Savers, Inc.
- LOYAL**, automatic starcher, Armstrong Machinery Co.
- LOYAL**, pressing machines, vacuum systems, starching machines, Loyal Textile Machinery Corp.
- LY 60**, built and oil soap, M. Werk Co.
- LYUB-FLEX**, starch and lubricant, Hood Chemical Co., Inc., Greco-Div.
- LYUB-N-WAX**, wax, Spence Co.
- LYUBRI-KLEN**, lubricating agent for rollers and presses, Paper Chemicals Co.
- LUBRIPLATE**, lubricants, Lubriplate Div., Fiske Bros. Refining Co.
- LUCLIDE A-38**, waterproof insecticide, Pest Control Equipment Co.
- LUPOGUM**, size, Jacques Wolf & Co.
- LUPOSEC**, waterproofing agent, Jacques Wolf & Co.
- LUSTER-ON**, fur glaze, Nyco Products Co.
- LUSTERSUM**, soap, H. Kohnstamm & Co., Inc.
- LUSTERWAY COMPOUND**, fur cleaning sawdust, Root & Co.
- LUSTERWAY FORMULA**, fur conditioner and glaze, Root & Co.
- LUSTERWAY SOLVENT**, fur cleaning solvent, Root & Co.
- LUTRAL**, liquid synthetic cleanser, National Cleaners Chemical Mfg. Co.
- LUSTRLUX**, synthetic solvent drying cleaning machine, Butler Mfg. Co.
- LUXOL**, starch ingredient, E. F. Drew & Co., Inc.
- LUXOR**, plastic garment storage bags, Rassenfous Bag Co., Inc.
- Mc**
- McDONNELL**, boiler water level control, McDonnell & Miller, Inc.
- McDONNELL & MILLER**, water controls, McDonnell & Miller, Inc.
- McELMOY**, canvas baskets, canvas shipping hampers, canvas basket trucks, M. J. McElmoy Co.
- McKEE-ECLIPSE**, blowers, boiler feed and return systems, gas burners, controls, Eclipse Fuel Engineering Co.
- M**
- M-K-O**, automatic boiler feed systems, Meers-Kane-Olefin, Inc.
- M. L. B.**, waterproof cemented leather belting and dressing, Milwaukee Leather Belting Co.
- M.M.M.**, boilers, level controls, McDonnell & Miller, Inc.
- M. S. A.**, aprons, first-aid equipment, safety equipment, salt tablets and dispensers, Mine Safety Appliances Co.
- MACHETH DAYLIGHTS**, color matching and daylight lamps, Macheth Corp.
- MACHETH pH METERS**, control equipment, indicators, test kits, Macheth Corp.
- MACHETA AIRFOIL**, industrial ventilating fans, Amovent Fan Co.
- MAFORCO**, fur storage equipment, racks, Market Forge Co.
- MAGIC**, double collar support, J. W. Steele & Co.
- MAGIC INKSTICK**, ink eraser, No-Pro Mfg. Co.
- MAGNESOL**, adsorptive filter powder, Westvaco Chemical Div., Food Machinery & Chemical Corp.
- MAGNETROL**, liquid level controllers, Fred H. Schaub Engineering Co., Inc.
- MAGNETTE**, circuit breakers, Heinemann Electric Co.
- MAGNETSET**, a type of free vane air-operated controller, Bristol Co.
- MAGNUS**, cleaning materials, Magnus Chemical Co.
- MAINTENEX**, cleaning compound, A. C. Horn Co., Inc.
- MAJESTIC**, drying units, tumblers, filters, Indiana Mfg. Co., Inc.
- MAJESTIC**, steel steam boilers, Ames Iron Works
- MAJESTIC**, water softeners, Hammond Laundry-Cleaning Machinery Co.
- MAMMOTH CASCADE**, laundry washer, American Laundry Machinery Co.
- MANHATTAN**, belt hose, tank lining, Raybestos-Manhattan, Inc.
- MANBOLV**, prospecter, Merens Products Co.
- MANITOWOC**, drying cleaning tumbler and unit, Manitowoc Mfg. Div., Manitowoc Shipbuilding Corp.
- MARCLENE**, detergent, Martin Equipment Corp.
- MARCO**, hot-water heaters, storage heaters, fuel-water heaters, oil separators, Marshall Heater Co.
- MARKOGRAPH**, marking machines, marking ink, George Shagler Co.
- MARE-O-INK**, indelible marking ink, Mark-O Corp.
- MARK-O-FEN**, stylus marking fountain pen, Mark-O Corp.
- MARKE RITE**, tags, Lewis National Corp.
- MARLEX**, corrosion inhibitor, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
- MARMON-HERRINGTON**, all wheel drive truck, Marmen-Herrington Co., Inc.
- MAROSAL**, rinsing aid, Minnesota Chemical Co., Inc.
- MARSH**, valves, Jas. F. Marsh Corp.
- MARTEX**, non-slip composition, flooring, tread, American Abrasive Metals Co.
- MARTINIZING**, drying cleaning system, Martin Equipment Corp.
- MARVEL**, cotton padding, canvas cement, Pittsburgh Waterproof Co.
- MARVEL**, ink remover, Keystone Aniline & Chemical Co., Inc.
- MARVEL**, laundry, drying cleaning equipment, Marvel Mfg. Co.
- MARVEL**, marking machine, feed-powered staplers, indelible marking ink, Marvel Marking Machine Co.
- MARVELCLEEN**, synthetic drying cleaning soap, Trico Chemical Div., Tri-State Equipment Co.
- MARVESO**, drying cleaning soap, No-Pro Mfg. Co.
- MASONELLAN**, steam plant equipment, Mason-Nellan Regulator Co.
- MASTER**, drying tumblers, Hammond Laundry-Cleaning Machinery Co.
- MASTER**, glove cleaning soap, Keystone Aniline & Chemical Co., Inc.
- MASTER**, lint brush, Master Products Co.
- MASTER**, presses, laundry & drying cleaning equipment, Master Machinery Co.
- MASTER**, valves, W. M. Chase Co.
- MASTER-BILT**, washers, B & G Machinery Co., Inc.
- MASTER BRAND**, battery equipment, supplies, Masant Button & Supply Co.
- MASTER CASCADE**, laundry washer, American Laundry Machinery Co.
- MASTER CHALLENGER**, washer, Miller Laundry Machinery Co.
- MASTER CONTROL UNIT**, steam system, Velocity Steam Production Engineering, Inc.
- MASTER DRY CLEANSER**, paste drying cleaning soap, Keystone Aniline & Chemical Co., Inc.
- MASTER KING**, net pins, Leyer-Davis Co.
- MATCHLESS**, flatwork ironers, Prosperity Co., Inc.
- MATEER**, extractors, Western Laundry Machinery Co.
- MECLASOL**, washroom detergent, Carlton Chemical Co., Inc.
- MECOLOID**, colloidal clay compound, H. Kohnstamm & Co., Inc.
- MERIL**, transparent bags, Mehl Mfg. Co.
- MENDIX**, tabs and tapes for repairing, marking, Mendix Corp.
- MEND-MASTER**, machines for applying tapes w tabs, Mendix Corp.
- MENTOR BEARDS**, synthetic detergent, Colgate-Palmolive-Peet Co.
- MERASOL**, drying cleaning soap, R. R. Street & Co., Inc.
- MERCO-BRITE**, fluorescent dye, Merchants Chemical Co.
- MERCURY**, 140°F and synthetic cleaning systems, filters, tumblers, Mercury Cleaning Systems, Inc.
- MERCURY**, presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.
- MERCURY**, soaps, detergents, Thorbald Industries
- MERSON**, soaps, strippers, Mercon Products Co.
- METALASTIC**, packings, Metalastic Corp.
- METALATE**, laundry chemical, Diamond Alkali Co.
- METEOR**, electric hoist, Chisholm-Moore Hunt Corp.
- METRO**, delivery truck bodies for light, bulky loads, Metropolitan Body Co., Inc.
- METSO**, detergents, Philadelphia Quartz Co.



METSO 88, rug cleaner, Philadelphia Quarts Co.  
 METSO 88, silicate type cleaner, Philadelphia Quarts Co.  
 METSO GRANULAR, sodium metasilicate, Philadelphia Quarts Co.  
 METSO 95, sodium sequestrant, Philadelphia Quarts Co.  
 METTLER, gas and oil burners, Lee B. Mettler Co.  
 MEX-R-CO, air and heat setting bonding mortar, Mexican Refractories Co.  
 MICRO-KLEAN, filter, Cuno Engineering Corp.  
 MICROMET, rust and corrosion preventative, Calgon, Inc.  
 MICROSOIL, insecticide, fog generator, Silver Creek Precision Corp.  
 MIDCO, flameproofing agent, Merson Products Co.  
 MIDGET, controls, Morehead Mfg. Co.  
 MIDGET KING, marking pins, Keyes-Davis Co.  
 MIDGET PERFECTION MARKER, marking machine, Perfection Marking Machine Co.  
 MIDIFORM, all-around spotter, Merson Products Co.  
 MIP, pipe fittings, Malleable Iron Fittings Co.  
 MILCO, rug scrubbing drier, upholstery, shampooing machine, A. O. Miller & Co.  
 MILDEW-CHEK, mildew preventative, Clark Products, Inc.  
 MILDEX, mildewicide, Patch & Co.  
 MILDISO, drycleaning mildew preventative, Cides Corp.  
 MILLER, laundry washers, Miller Laundry Machinery Co.  
 MILLER, lighting fixtures, Miller Co.  
 MILLICAL, calcium carbonate, Diamond Alkali Co.  
 MILNOR, laundry, drycleaning extractors, Felner Milnor Corp.  
 MILO, drycleaning paste soap, R. R. Street & Co., Inc.  
 MINCO, soaps, Minnesota Chemical Co.  
 MINUTE FLEEVERS, sleeve formers, Wichita Precision Tool Co., Inc.  
 MIN-IT-SOL, drycleaning soap, Murphy Sales Co.  
 MINUTE MAN, extractor, presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 MINUTE MAN, JR., tumblers, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 MIRZA, rug cleaning system and machine, rug duster, rug dryiron conveyor, rug drying unit, rug wringer, American Laundry Machinery Co.  
 MITCO, drycleaning washer, tumblers, J. B. Mitchell Co.  
 MKAYO, boilers for oil firing, Meurs-Kane-Offield, Inc.  
 MOBILE HAMPER, clothes cart, R. B. Smith Co.  
 MOBILMARK, storage bin, marking hopper and marking table, G. H. Bishop Co.  
 MOCO, drycleaning soap, Package Chemical Co., Inc.  
 MODEL GT, friction clutches, T. B. Wood's Sons Co.  
 MOINE, unit heaters, coolers, Modine Mfg. Co.  
 MOELLER, gauges, pyrometers, recorders, thermometers, Moeller Instrument Co.  
 MOHAWK, padding, Egan Cotton Mills  
 MOHAWK, power-driven sealer for removing soil from linens, boiler tubes, Brust Mfg. Co.  
 MOHAWK, tailow soap chips and powder, Swift & Co.  
 MOHAWK, tire recapping stock, tire repair materials, Mohawk Rubber Co.  
 MOLAFORM, stain remover, Package Chemical Co., Inc.  
 MONARCH, return to boiler system, Hammond Laundry-Cleaning Machinery Co.  
 MONARCH, washer, American Laundry Machinery Co.  
 MONARCH, wire staples, Vail Mfg. Co.  
 MONEL, alloy of nickel and copper, International Nickel Co.  
 MONELLO, Monel pads for overall presses, Resilio Co.  
 MONEX, extractor, American Laundry Machinery Co.  
 MONTE, insured mothproofing, Monte Co., Inc.  
 MONORLOC, close coupled centrifugal pumps, Worthington Pump & Machinery Corp.  
 MONO-FABRIC, plastic firebrick, Mexico Refractories Co.  
 MONO-LINE, plastic firebrick, Quigley Co., Inc.  
 MONOPOLE OIL, for dyeing and finishing, Jacques Wolf & Co.  
 MONOWASH, package laundry unit, U. S. Hoffman Machinery Corp.  
 MONTEPELLIER, truck bodies for laundry and linen supply delivery, Montpelier Mfg. Co.  
 MOORE, autographic register, Moore Business Forms, Inc.  
 MOORE, trolley conveyor, Chisholm-Moore Hiot Corp.  
 MOORES OCTOCLENE, rug cleanser, Moores Time Saving Equipment Co.  
 MORE-DRAIN, channel roofing, Berger Mfg. Div., Republic Steel Corp.  
 MO-REX, dry press firebrick, Mexico Refractories Co.  
 MORHEAT, boiler and steam generators, hot water systems, Morheat Sales Co.  
 MORLEX, corrosion inhibitor for boiler water and steam, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.  
 MOROCO, rug slings, National Starch Products, Inc.  
 MORSE, drum plug wrench, drum dispensing racks, bottle tippers, drum hand trucks, Morse Mfg. Co., Inc.

MORTEMOTH, triple-strength crystal and spray insecticide, Mortemoth Chemical Laboratories  
 MOTH-AS-PTIC, mothproofing germicide, Farm-A-Side Corp.  
 MOTH-CHEK, mothproofing agent, Chok Products, Inc.  
 MOTHPROOFITE, insecticide, mothproofing concentrate, Mortemoth Chemical Laboratories  
 MOTIFRUF-D, mothproofing, Atlantic Stainproof Co., Inc.  
 MOTH-6AN, mothproofing agent, Huntington Chemicals Corp.  
 MOTH SEAL, storage bags, Lincoln Bag Co., Inc.  
 MOTH SECTOR, all-purpose moth spray, Fumol Corp.  
 MOTOPUMP, water supply pump, Tecumseh Bron. Co.  
 MOTO-RACK, garment carrier, G. H. Bishop Co.  
 MOTOR PUMP, solvent and water pump, Ingersoll-Rand, Cameron Pump Div.  
 M. P. 188, wetting and dispersing agent, Lewis National Corp.  
 M-88 and M-82, insulating firebrick, Mexico Refractories Co.  
 MULLOLITE, lubricant, spatter, penetrant, R. R. Street & Co., Inc.  
 MULSOAL, overall cleanser, Laundry Chemicals Co.  
 MULTI-CLEAN, rug scrubbing equipment, rug and upholstery shampooing, Multi-Clean Products, Inc.  
 MULTI-CUSHION, felt padding, Pittsburgh Wateryard Co.  
 MULTIFLEX, calcium carbonate, Diamond Alkali Co.  
 MULTIGRAPH, hand-operated duplicating machine, Addressograph-Multigraph Corp.  
 MULTITERM, air-conditioning units, Clange Fan Company  
 MULTI-V DRIVE, V-belt drives and sheaves, Worthington Pump & Machinery Corp.  
 MUND'S, inclined water tube boiler, Mund Boilers, Inc.  
 MURCO, unit heaters, D. J. Murray Mfg. Co.  
 MUROZA, leather cleaning and sterilizing system, American Laundry Machinery Co.  
 MW 30, asbestos furnace cement, Philip Carey Mfg. Co.  
 MYRO, water softeners, Hungerford & Terry, Inc.  
 MYSTRON, drycleaning unit, U. S. Hoffman Machinery Corp.

## N

N-C, staples, Neva-Clog Products, Inc.  
 N-1, plastic impregnated tag, ink, Wm. J. Nicholson & Co., Inc.  
 N-M-D, angle and globe valve, Lumsdenheimer Co.  
 N-R-G, enzyme digester, George E. Mead Co.  
 NACCONIL, synthetic organic detergent, National Aniline Division, Allied Chemical & Dye Corp.  
 NAGEL, garment hangers, Nagel Coat Hanger Co.  
 NAIROIL, small oil burners, National Alroil Burner Co., Inc.  
 NALAL, hanging units for driers, North American Electric Lamp Co.  
 NALCO, water treatment chemicals, National Aluminate Corp.  
 NALCOMETER, water testing device, National Aluminate Corp.  
 NALOX, nail polish remover, Warco Laboratories  
 NAMICO, alkali compounds, laundry silk and woolen soap, National Milling & Chemical Co.  
 NAPOLENE PASTE FILTER SOAP, drycleaning soap, Keystone Aniline & Chemical Co., Inc.  
 NAPSEPTIC, sour, E. F. Drew & Co., Inc.  
 NAPSOF 48, laundry soap, E. F. Drew & Co., Inc.  
 NAPSOF 68, laundry soap, E. F. Drew & Co., Inc.  
 NAPSOD, alkali compound, special detergents, E. F. Drew & Co., Inc.  
 NAPSOLV, spotting agent, E. F. Drew & Co., Inc.  
 NAPSOL 22, oil built soap, E. F. Drew & Co., Inc.  
 NAPSOUR, sour, E. F. Drew & Co., Inc.  
 NAPSUDA, rug and carpet soap, E. F. Drew & Co., Inc.  
 NAPTHOLE, alkali compound, special detergents, E. F. Drew & Co., Inc.  
 NAPTHOLE, ironer oil, E. F. Drew & Co., Inc.  
 NAPTEX, oil built soap, E. F. Drew & Co., Inc.  
 NAPWAX, ironer wax, E. F. Drew & Co., Inc.  
 NASHUA, double-face fanfold, Nashua Mfg. Co.  
 NASHUA, package sealing machine, Nashua Package Sealing Co.  
 NATIONAL, belt conveyors, marking equipment, National Marking Machine Co.  
 NATIONAL, cash registers, accounting machines, National Cash Register Co.  
 NATIONAL, driers, stretchers, drying cabinets, tumblers, National Dryer Mfg. Co.  
 NATIONAL, identification systems, labels, seals, price lists, tags, National Tag & Label Corp.  
 NATIONAL, marking machines and marking ink, National Marking Machine Co.  
 NATIONAL AIROIL, oil burners and gas burners, National Alroil Burner Co.  
 NATIONAL LANG, listing machines, National Marking Machine Co.

NATIONAL TAYFER, sealing machine, Nashua Package Sealing Co., Inc.  
 NAT-MAR-CL, marking machine supplier, National Marking Machine Co.  
 NEATS OIL, belt dressing, Webb Bolting Co.  
 NEBULYTE, oil-gas burner, Antione Co.  
 NEM-A, shirt folding machine, J. W. Steele & Co.  
 NEO-FLOOR, mastic floor resurfacer, Midland Paint & Varnish Co.  
 NEOTER, specialty soap, Tocco Products, Inc.  
 NEPTUNE, leather belt cement, Graton & Knight Co.  
 NE-TO, starch, A. E. Staley Mfg. Co.  
 NEUTRACIDE, soap, Lewis National Corp.  
 NEUTRA-LENK, decolorant neutralizer, Davison Young Soap Co.  
 NEUTRALEX FILTERS, pH correction, Hungerford & Terry, Inc.  
 NEUTRA LUSTRE, for rug cleaners, Standard Chemical Works Co.  
 NEUTRASOL, synthetic detergent, Lewis National Corp.  
 NEUTRATES, sour, Lewis National Corp.  
 NEUTRATINE, sour, Lewis National Corp.  
 NEUTRO, rust, Tocco Products, Inc.  
 NEUTROGEN, sour, Lewis National Corp.  
 NEUTRONAP, sour, E. F. Drew & Co., Inc.  
 NEUTROPHOR, laundry neutralizer and whitener, Carlton Chemical Co., Inc.  
 NEUTROSOL, neutral laundry soap, Carlton Chemical Co., Inc.  
 NEUTROTONE, detergent, Matheson Chemical Corp.  
 NEVA-CLOG, stapling machines, Neva-Clog Products, Inc.  
 NEVA-SLIP, pants clip, Commercial Tag Co.  
 NEVASTANE, lubricant, Keystone Lubricating Co.  
 NEVER-SLIP, collar protectors, Phoenix Products Co.  
 NEVERSLIP, tie hangers, Memphis Hanger Co. and Pittsburgh Hanger Co.  
 NEVERSTRETCH, feed ribbon, Southern Mills, Inc.  
 NEW DEPARTURE, ball, radial and thrust bearings, New Departure, Div. General Motors Corp.  
 NEWMAN, watchmen's clocks, Deter Watch-clock Corp.  
 NEW-MATIC, presser, New York Pressing Machinery Corp.  
 NEW NO. 30 CLEANER, fur cleaner, Nycco Products Co.  
 NEW YORKER, drycleaning laundry presses, New York Pressing Machinery Co.  
 NIAGARA, filter screens, Niagara Filter Corp.  
 NIAGARA, water motors, Buffalo Meter Co.  
 NICE, ball and thrust bearings, Nice Ball Bearing Co.  
 NICHOLSON, strainers, floats, traps, W. H. Nicholson & Co.  
 NI-ROD, electrode for machineable welds, International Nickel Co., Inc.  
 NOAH'S PITCH, caulking compound, Philip Carey Mfg. Co.  
 NO-BARK, ironer, Zephyr Laundry Machinery Co.  
 NO-CHLOX, spotting agent, No-Pro Mfg. Co.  
 NO-DARN, mending iron, No Darn Co.  
 NO-EFFORT, handkerchief and napkin press and handkerchief buffer, American Laundry Machinery Co.  
 NOEX, petroleum solvent drycleaning unit, drycleaning tumbler, American Laundry Machinery Co.  
 NOKOMET, built laundry soap, low-titer built soap, Minnesota Chemical Co.  
 NOKORODE, drycleaning, laundry press pads, Fulco Corp.  
 NO-KRUSH, garment carrier, U. S. Hoffman Machinery Corp., Valuator Dist.  
 NOLA TOILET SOAP, soaps, Irwa Soap Co.  
 NO LAX, spotting agent, Warco Laboratories  
 NO-MAR TREATMENT, stain and water repellent, Paper Chemicals, Inc.  
 NO-MIX, bundle organizers, Rosenthal Mfg. Co.  
 NO-MIX, identification system, Clucking System Co.  
 NOMOLD, mold preventative, H. Kohrstrom & Co., Inc.  
 NON-CRUSH, shirt cartilage, Time Savers, Inc.  
 NON-FER-AL, calcium carbonate, Diamond Alkali Co.  
 NON-SHIRT, wire garment hanger, Pare-Lux Products Co.  
 NON-SKID, floor tiles, Virginia Greenstone Co., Inc.  
 NON X-L, water repellent, Boston Clip & Tag Co.  
 NOBLOC, meters, timers and control devices, Norman & Co.  
 NORUST, laundry soap, Washine National Sands, Inc.  
 NORWALL, press covers, Norton & Williams, Inc.  
 NORWOOD CASCADE, washer, American Laundry Machinery Co.  
 NO-SNAG, laundry marking fountain pen, Cleaners Specialties Supply Co.  
 NOSOK, non-myrin digester, spot remover, George E. Mead Co.  
 NO-STRING MARK, tape device for hatrack presses, Rosenthal Mfg. Co.  
 NOTASTANE, lubricant, Keystone Lubricating Co.  
 NO-THREAD, compression fittings, Drews Mfg. Div., Drew Industries, Inc.  
 NOTRUX, mechanical loading and unloading extractor, American Laundry Machinery Co.

**NO-VENT**, boiler return system, David Stout & Son  
**NU-CLEANING**, synthetic drycleaning unit, U. S. Hudson Machinery Corp.  
**NU-COAT**, glove and leather finish, National Cleaners Chemical Mfg. Co.  
**NU-FLA**, laundry soap, Johnson Chemical Industries, Inc.  
**NUMBERETTE**, hand numbering machine, American Numbering Machine Co.  
**NUMBER 5, 11, 33**, blouses, Lewis National Corp.  
**NUMBER 4**, linen, stripper, Lewis National Corp.  
**NUMBER 44**, blouse, Minnesota Chemical Co.  
**NUMBER 200**, general formula, R. R. Street & Co., Inc.  
**NU-NAP**, rug cleaner, Certified Chemical & Equipment Co.  
**NUDESS**, 67, mildew preventative, Nudess Products Co., Inc.  
**NU-PRO**, ink and stain remover stick, Nu-Pro Mfg. Co.  
**NU-SHEEN**, dyeing service, Omaha Dye Works  
**NUSHINE**, special alkali compounds, Spears Co.  
**NU-SO**, detergent, Nu-Pro Mfg. Co.  
**NU-SOL**, soap builders, Thompson-Hayward Chemical Co.  
**MUSOLV**, spotting agent, Nu-Pro Mfg. Co.  
**MUSUEDE**, suede finishes, Eaton Chemical & Dyeing Co.  
**MU-TEX**, drycleaning soap, Nu-Pro Mfg. Co.  
**MU-TEX-TIZZ**, drycleaning detergent, Nu-Life Mfg. Co.  
**MUTRA SUDS**, neutral soap flakes, E. F. Drew & Co., Inc.  
**MUTROL**, synthetic wetcleaner, Keystone Aniline & Chemical Co., Inc.  
**MUTRONAP**, sour, E. F. Drew & Co., Inc.  
**MUTTING**, bus trucks, caskets, wheels, Nutting Truck & Caster Co.  
**MU-WAY**, liquid filter soap, Davies-Young Soap Co.  
**MU-WOOD**, insulation board, Wood Conversion Co.  
**NYCOO**, insecticide, Nycon Products Co.  
**NYCOO**, prepared fur dyes, Nycon Products Co.  
**NYLCOT**, laundry net, Southern Mills, Inc.  
**NYLO**, filter and laundry bags, press covers and cloth, X. S. Smith, Inc.  
**NYLONETS**, nylon laundry nets, X. S. Smith, Inc.  
**NYLOTEX**, nylon press covers, X. S. Smith, Inc.  
**NYOTEX**, cotton-nylon nets, R. Lally Co.  
**NYTEX**, press pads and covers, R. Lally Co.  
**NYTRON**, synthetic detergent, Solvay Sales Div., Allied Chemical & Dye Corp.  
**NY-WUL**, press covers, Stadham Co., Inc.

**O.I.C.**, all type valves, Ohio Injector Co.  
**O.T.**, laundry, drycleaning extractors, American Laundry Machinery Co.  
**OKARTE**, detergents, Okrite Products, Inc.  
**OKARTE PENEFRANT**, detergent, Okrite Products, Inc.  
**OASIS**, drinking water cooler, Ebon Mfg. Co.  
**OBARK**, boiler heating, waterproof heater belt, Charlotte Leather Belting Co.  
**OBILTO**, stain remover, H. Kohnstamm & Co., Inc.  
**OCOD**, extractor baskets, Ohio Centrifugals Co.  
**OFELDT**, boiler, Heers-Kane-Ofeldt, Inc.  
**OLIGO**, concentrated spotting agent, Carman & Co., Inc.  
**OLITE**, self-lubricating bearings, machine parts, Ampex Div., Chrysler Corp.  
**OL-KLEEN**, oil removers, Ken Laboratories  
**OL-RITE**, oil cups, oilers, Oil-Rite Corp.  
**OLZOUT**, oil remover, Washline National Funds, Inc.  
**O.K. PEARL STARCH**, corn starch, Huhner Co.  
**O.K. POWDERED STARCH**, corn starch, Huhner Co.  
**O.K. THIN BOILING STARCH**, corn starch, Huhner Co.  
**OLATE FLAKES**, low-titer soap, Procter & Gamble Distributing Co.  
**OLIVE C**, soap, Stadham Co., Inc.  
**OLIVESCO**, detergent, Cowles Chemical Co.  
**OLSENMARK**, marking inks, marking machinery, stamping presses, Olsenmark Corp.  
**OLSON**, pressure filters, solvent stills, Olson Filtration Engineers, Inc.  
**OLSON KUB SIDE**, aluminum package delivery body, J. B. S. Olson Corp.  
**OLYMPC**, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
**OMNI-SOL**, laundry soap, Carlton Chemical Co., Inc.  
**ONE-LAY**, shirt finishing machine, J. W. Steele & Co.  
**132 starch**, A. F. Staley Mfg. Co.  
**\$1000.00 GUARANTEED**, insecticides, B. Heller Co.  
**ON-HE-SPOT**, synthetic drycleaning equipment, A. B. Temple Co.  
**OPALEX**, optical bleach, Cides Corp.  
**OPALOID**, buttons, Stadham Co., Inc.  
**OPERATIVE HI-NE-TER**, time signals, visual, audible equipment control, Bidwell Mfg.  
**OPTO-MATIC**, constant lever oilers, Trico Fuse Mfg. Co.

**ORATOL L-48**, synthetic detergent, Jacques Wolf & Co.  
**ORR**, wool padding, Orr Felt & Blanket Co.  
**ORTHOLATE**, laundry chemical, Diamond Alkali Co.  
**ORTHOSULFATE**, detergent, Diamond Alkali Co.  
**ORVUS**, wetcleaning detergent, Procter & Gamble Distributing Co.  
**ORVUS EXTRA GRANULES**, synthetic detergent, Procter & Gamble Distributing Co.  
**ORVUS W. A. PASTE**, wetcleaning detergent, Procter & Gamble Distributing Co.  
**O SPOTTER**, stain remover, H. Kohnstamm & Co., Inc.  
**OTTER**, waterproof leather cement, Virginia Leather Co.  
**OUTSERTS**, package insert, Allied Printing & Stationery Co., Inc.  
**OVALCENE**, drycleaning fluid, E. I. du Pont de Nemours & Co., Inc.  
**OXALATE-A**, soap, Standard Chemical Works Co.  
**OXYFUME**, fumigant, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.  
**OZITE**, immersion, laundry felt, American Hair & Felt Co.  
**OZONITE**, built soap, Procter & Gamble Distributing Co.

## P

**P.D.O.**, detergent, Nu-Pro Mfg. Co.  
**P.F.S.**, soap, Nu-Pro Mfg. Co.  
**P.L.U.**, variable speed changers, Link-Belt Co.  
**P.M.**, built soap, Thompson-Hayward Chemical Co.  
**P.R.**, colorless paint and varnish remover, Caled Products Co., Inc.  
**PAASCHE**, airbrushes, air painting equipment, Pasche Airbrush Co.  
**PACE**, drycleaning soap, Caled Products Co., Inc.  
**PACIFIC**, borax and sodium sesquicarbonate, Pittsburgh Plate Glass Co., Columbia Chemical Div.  
**PACIFIC**, sour bluing, Beach Soap Co.  
**PACKLESS**, flexible hose, couplings, Packless Metal Products Corp.  
**PADRIGHT STEEL WOOL PADDING**, press and ironer pads, padding, Padright Co.  
**PAINT-L-CATER**, paint remover, W. F. Johnson Products Co.  
**PAINT-SOLV**, paint remover, Huntington Laboratories, Inc.  
**PAISLEY**, general line adhesives, Paisley Products, Inc.  
**PAMCO**, straight pipe, Rindon Mfg. Co.  
**PALM**, palm oil soap, Swift & Co.  
**PALMOL**, soap, Rome Soap Mfg. Co.  
**PALM ROSE**, soap, Iowa Soap Co.  
**PAK-AGE-KART**, packaged work transporter, G. H. Bishop Co.  
**PANAREX** Co., recorder, Permutit Co.  
**PANTEX RHODES NATIONAL HATTER**, hat blocking machine, Pantex Mfg. Co.  
**PANTS HORSE**, trouser rack, R. B. Smith Co.  
**PAPER-STRIUT**, garment hanger, Star Service Clothing Div., L. A. Young Spring & Wire Corp.  
**PARACOL**, water heaters, Davis Engineering Corp.  
**PARAGENE**, stripper, Eaton Chemical & Dyeing Co.  
**PARAGON**, lubricator, Lunkenheimer Co.  
**PARALATE**, alkali compound, Diamond Alkali Co.  
**PARAMOUNT**, garment, trouser bags, hanger covers, Mutual Paper Box Co., Inc.  
**PARAZOLE**, spot remover, Eaton Chemical & Dyeing Co.  
**PARAZYME**, digestive agent, enzyme spotting, Carman & Co., Inc.  
**PARRS**, steam-dyeing agent, Garment Finishing Equipment Corp.  
**PARISIAN**, sleeve former, U. S. Hoffman Machinery Corp.  
**PARKER**, industrial boilers, Sid E. Parker Boiler Mfg. Co.  
**PARMELEE**, wrench, Walworth Co.  
**PAROL**, special alkali compounds, Spears Co.  
**PARR**, typewriter keys, rubber fingertips, Speed Products Co., Inc.  
**PARROT**, binder clips, Speed Products Co., Inc.  
**PAR-X**, stain remover, H. Kohnstamm & Co., Inc.  
**PATCH MASTER**, repair cloth kits, R. D. Buswell & Son  
**PATKAPAC**, printed garment bags, shirt envelopes, Patek & Co.  
**PATINEX**, upholstery shampoo, cleaning compound, Morten Chemical Laboratories  
**PATINEX FUR-LIFE**, fur shampoo, cleaning compound, Morten Chemical Laboratories  
**PATRICK**, steam iron, Lawrence M. Stein Co.  
**PATROL**, watchmen's clocks, Dextex Watch-clock Corp.  
**PATTERSON-KELLEY**, condensers, coolers, Patterson-Kelley Co., Inc.  
**PATTERSON'S**, bleach, Patterson Laboratories, Inc.  
**PAWNEE**, alkali soap builder, Wyandotte Chemical Corp.  
**PAY-TEX**, drycleaning soap for synthetic solvent systems, Patek & Co.

**PAYTEXOL**, oil, paint and grease remover, Patek & Co.  
**P-B KIT**, repair kit for pressing machines, Joe L. Winner Co.  
**P.C. 450**, vegetable potash soap, E. F. Drew & Co., Inc.  
**PEABODY**, gas, oil, coal burners, air heaters, Peabody Engineering Corp.  
**PEARL**, built soap, flake and granulated, Colgate-Palmolive-Felt Co.  
**PEELCOTE**, protective coating for metal parts, Watson Standard Co.  
**PEERLESS**, pumps, Peerless Pump Div., Food Machinery Corp.  
**PEERLESS**, scales, Triner Scale & Mfg. Co.  
**PEERLESS BRACON**, laundry marking tags, Boston Clip & Tag Co.  
**PEET**, white laundry bar soap, Colgate-Palmolive-Felt Co.  
**PEE-VEE**, laquer remover, Riverside Mfg. Co.  
**PELATONE**, for cleaning and finishing compound, Carman & Co., Inc.  
**PELLERIN-MILNOR**, laundry, drycleaning extractors, Pellerin Milnor Corp.  
**PENBRITE**, alkaline detergent, Pennsylvania Salt Mfg. Co.  
**PENETEX**, detergent, Stadham Co., Inc.  
**PENETRO**, marking ink, National Marking Machine Co.  
**PENITROL**, grease solvent, H. Kohnstamm & Co., Inc.  
**PENITRON**, glue solvent, Better Packages, Inc.  
**PENETRONIC**, starch, H. Kohnstamm & Co., Inc.  
**PENNANT**, drycleaning soap, Davies-Young Soap Co.  
**PENNSYLVANIA**, tires, tubes, batteries, Pennsylvania Rubber Co.  
**PENOXONE**, bleach, Pennsylvania Salt Mfg. Co.  
**PENSAL**, alkaline detergent, Pennsylvania Salt Mfg. Co.  
**PENSAL-B**, alkaline detergent, Pennsylvania Salt Mfg. Co.  
**PENSAL-M**, alkaline detergent, Pennsylvania Salt Mfg. Co.  
**PENSAL-D**, alkaline detergent, Pennsylvania Salt Mfg. Co.  
**PENSU**, spotting agent, A. L. Wilson Chemical Co.  
**PENSTRATE**, penetrant, American-La-France-Foamite Corp.  
**PEPO**, prespotter, Stadham Co., Inc.  
**PEPSOL**, drycleaning filter soap, A. F. Wolke Co.  
**PER**, automatic drycleaning unit, Vic Cleaning Co.  
**PERCHLORON**, bleach, Pennsylvania Salt Mfg. Co.  
**PERCENE**, drycleaning solvent, E. I. du Pont de Nemours & Co., Inc.  
**PERDOX**, sodium perborate monohydrate, E. I. du Pont de Nemours & Co., Inc.  
**PERFECT**, wheat starch, Keever Starch Co.  
**PERFECTION**, corn starch, Huron Milling Co.  
**PERFECTION**, staple tags, Tagit Co.  
**PERFECTION**, white neutral soap, Beach Soap Co.  
**PERFECTO**, synthetic powder, National Cleaners Chemical Mfg. Co.  
**PERFEX**, controls and regulators, gages, Perfex Corp.  
**PERFEX**, press pads, Benillo Co.  
**PERK**, synthetic drycleaning machine, Pantex Mfg. Co.  
**PERKOL**, synthetic solvents, Dow Chemical Co.  
**PERITE**, soap builder, H. Kohnstamm & Co., Inc.  
**PERM-A-KLEEN**, perchlorethylene solvent, Dextex Corp.  
**PERMA-MARKER**, marking kit, Wm. J. Nicholson Laboratories  
**PERMA - NET - MARKERS**, identification tags, Spears Co.  
**PERMA-NETS**, rubber washing nets, Spears Co.  
**PERMANITE**, acid and alkali resisting flooring, Maurice A. Knight  
**PERMAPROOF**, flameproofing agent, B. F. Goodrich Co.  
**PERM-ASEPTIC**, germicide, fungicide antiseptic, Perm-Asptic Corp.  
**PERM-A-TEX**, nylon press covers, X. S. Smith, Inc.  
**PERMATIZED**, marking tags and tape, Indefinite Marking Int., Wm. J. Nicholson Laboratories  
**PERMO**, flameproofing, moldproofing agent, Permo Products Co.  
**PERMOFAD**, pads for handkerchief ironer, Retullo Co.  
**PERMUTITE**, water softeners, filters, Permutit Co.  
**PERONE**, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.  
**PERRY**, tumblers, E. J. Perry Corp.  
**PERSONALIZED**, garment bags, Rassenfoss Bag Co., Inc.  
**PERSIFOL-X**, perspiration remover, Paper Chemicals, Inc.  
**PETAL SMOOTH**, starch, Clinton Foods, Inc.  
**PETRO**, oil burners, pumps and heaters, water heaters, Petroleum Heat & Power Co.  
**PETRYN**, oil, paint and grease remover, Patek & Co.  
**PHILARELY PRESERVATIVE**, belt dressing, Philadelphia Belting Co.  
**PHILCO**, storage batteries, Philco Corp.  
**PHOENIX "SELF STICK"**, shirt bands, Phoenix Products Co.  
**PHOTOSWITCH**, timers, pilot relays, controls, Photoswitch, Inc.  
**PHOTRONIC**, photoelectric cell, Weston Electrical Instrument Corp.

**PH-FLUX**, briquet alkali for water softening, Matheson Chemical Corp.

**PICK**, water heaters, Pick Mfg. Co.

**PICRIN**, volatile spotting compound, R. R. Street & Co., Inc.

**FIEDMONT**, leather belting, waterproof leather belting, Charlotte Leather Belting Co.

**PIKES PEAR**, bleaching clay, bleaching powder, colloidal clay, filter powder, General Reduction Co.

**FINLUB**, wetcleaning soap, Package Chemical Co., Inc.

**PIONEER**, nylon laundry nets, Bonwall Mfg. Co., Inc.

**P. I. TAGS**, preserver's identification tags, Larton Products Co., Inc.

**PITCHLOR**, calcium hypochlorite, Pittsburgh Plate Glass Co., Columbia Chemical Div.

**FITTSBURGH**, paints, Pittsburgh Plate Glass Co., Paint Div.

**FLANER BRAND**, leather belting, Philadelphia Belting Co.

**PLASTIC QUIK-PACH**, plastic firebrick, A. P. Green Firebrick Co.

**PLASTI-STATIC**, air filters, Master Products Co.

**PLASTYLON**, nylon laundry nets, Carson Textile Co., Inc.

**PLEASANT ODOR**, for cleaning fluid, Bernard Stutta Co.

**FLEX**, digester, Fatsik & Co.

**FLEZURE**, spotting soap, Galed Products Co., Inc.

**FILBRIC**, jointless firebrick, furnace wall, boiler setting, furnace inspection doors, Filbric Jointless Firebrick Co.

**FILICAST**, castable refractory material, Filbric Jointless Firebrick Co.

**FILULATE**, insulating material, Filbric Jointless Firebrick Co.

**FNEU-MAT**, woven rubber mat, A. N. Braubrock Pocketers, pocket forms, Leaf Bros., Inc.

**POLAR**, milk preservative, Barrett Div., Allied Chemical & Dye Corp.

**POLAR BEAR**, fur cleaner, Walter Haertel Co.

**POLARIS**, fur glazing cleaner, Walter Haertel Co.

**POLARSUDZ**, cold-water built soap, Beach Soap Co.

**POLARTONE**, laundry sour, G. S. Robins & Co.

**POMONA**, turbine pumps, Fairbanks, Morse & Co.

**PONCHO**, wet water repellent, Patex & Co.

**POOR PETER**, pillow, complete pillow cleaning service, R. Lally Co.

**POPKINS**, stove fixtures, Popkins Fixture Co.

**FORTO-FAB**, prefabricated buildings, Forto-Fab Co., Inc.

**POSTEMP**, temperature control for digesters, Cleaners Specialties Supplies Co.

**POSTAGE-METER**, postage meter tape, Gummed Tape & Devices Co.

**POW**, drycleaning soap, Keystone Aniline & Chemical Co., Inc.

**POWDERED HAWKEYE** SOAPS, soaps, Iowa Soap Co.

**POWDERKINE**, bleaching powder, West Side Corp.

**POWER CIRCLE**, presses, Prosperity Co., Inc.

**POWER-FLEX**, underfed stokers, Link-Belt Co.

**POWER-FLOW**, roof ventilator, DeBotheat Fans Div., American Machine & Metals, Inc.

**POWERMASTER**, automatic steam generator, Orr & Sembower, Inc.

**POWERMASTER**, stacker, Lewis-Shepard Products, Inc.

**POW PLUS**, dry powdered soap, Keystone Aniline & Chemical Co., Inc.

**POW PLUS**, air-operated laundry presses, Fanter Mfg. Corp.

**PRATT & CADDY**, brass and iron valves, Reading-Pratt & Caddy Div., American Chain & Cable Co., Inc.

**FREE-HEET**, return systems, Fred H. Schaub Engineering Co., Inc.

**FREE-SPOTTER**, concentrated prespotter, Raychem Products Co.

**PREFERRED**, generators, Preferred Utilities Mfg. Corp.

**PRE-MARKED STRIP TAG**, solvent and waterproof marking tags, Pre-Marked Strip Tag Co.

**PRO-SET**, a type of free-vane air-operated conveyor, Bristol Co.

**RES-GRIP**, shaping and finishing wetcleaned and dyed garments, Pres-Grip Corp.

**PRESO**, heavy prespotter, G & G Chemical Co.

**PRESPOTTER**, prespotter, Nu-Pro Mfg. Co.

**PRESPOTTER**, prespotter, Fatsik & Co.

**PRES' KING**, laundry press pads, Fullo Corp.

**PRES'RITE**, press padding, Porc-Pres Co.

**PRESSTITE**, flexible metal connector for modern laundry and pressing machines, American Brass Co., American Metal Hose Branch

**PRESTO**, self-sealing paper bands, Sure-Hold Div., Nashua Gummed & Coated Paper Co.

**PRESTO CLEANER**, press head cleaner, Statham Co., Inc.

**PRESTOPRESS**, air-operated drycleaning presses, Goldman Pressing Machine Corp.

**PRIDE**, washing powder, Swit & Co.

**PRIMA BRAND**, leather belting, Philadelphia Belting Co.

**PRIME-KOTE**, roof coating, Philip Carey Mfg. Co.

**PRIME SOHP**, soap, Beach Soap Co.

**PRIMS COVER A BUTTON**, button molds, William Fyver, Inc.

**PRINCESS**, wire hangers, Vail Mfg. Co.

**PRINTED STRING**, cotton tape, Milwaukee Printed String Co.

**PRINTWEIGH**, weight printing scales, Toledo Scales Co.

**PROCTOR**, drier for washed rugs, Proctor & Schwartz, Inc.

**PRODUCTIMETERS**, counting and measuring machines, Durant Mfg. Co.

**PRODUCTO**, timer, American Laundry Machinery Co.

**PROLYTE**, enzymic digestive agent, Allen & Vanders, Inc.

**PROFASOL**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**PROSPERITY**, complete line of laundry and drycleaning equipment, Prosperity Co., Inc.

**PROSPERITY APRON**, clipper and alligator F.W.I. aprons, Carman & Co., Inc.

**PROSPERITY BLUE**, concentrated laundry blue, Carman & Co., Inc.

**PROSPERITY**, automatic washer controls, Prosperity Co., Inc.

**PROSPOWAX**, powdered F.W.I. wax, Carman & Co., Inc.

**PROTECTO**, identification system, American Laundry Machinery Co.

**PRO-TAK**, protective hand cream, E. I. du Pont de Nemours & Co., Inc.

**PROTEK TOILET SOAP**, soaps, Iowa Soap Co.

**PRYM'S**, garment hangers, safety pins, William Prym, Inc.

**PRIE**, hand stapler, Arrow Fastener Co.

**PUR-FINISHER**, garment finisher, G. H. Bishop Co.

**PULCLEAN**, continuous towel cabinets, Fullclean Towel Cabinet Co., Inc.

**PURADINE**, powdered wax, Lewis National Corp.

**PURATITE**, mildewproofing, Aqua Jet Corp.

**PURE-TEX**, laundry bactericide, Clides Corp.

**PURGE-O-SOL**, drycleaning soap, G & G Chemical Co.

**PURITE**, soap builder, Minnesota Chemical Co.

**PURITTY**, soap flakes, soap, Iowa Soap Co.

**PURITTY**, sour, Thompson-Hayward Chemical Co.

**PURKETT**, shakedown and conditioning tumblers, assembly racks, bins, Purkett Mfg. Co.

**PURBO**, spotting compound, Adco, Inc.

**PUR-O-CEL**, filter, Pyrochemical, Inc.

**PUR-O-SAN**, drycleaning soap, Huntington Laboratories, Inc.

**PURPLE EDGE**, padding, Egan Cotton Mills

**PYRAMID**, laundry mops, R. Lally Co.

**PYRAMID**, liquid color stripper, Washine National Sands, Inc.

**PYRATON**, lipstick, nail polish, paint remover, R. H. Street & Co., Inc.

**PYRENE**, fire extinguishers, Pyrene Mfg. Co.

**PYRO**, surface thermometer, Pyrometer Instrument Co., Inc.

**PYROFLEX**, acid and alkali resisting paints, Morton & Knight

**PYROPRUF**, flameproofing compound, Atlantic Stainproof Co.

**PYRO**, liquid soap, National Cleaners Chemical Mfg. Co.

**PYROTRON**, pyrometers, Bailey Meter Co.

## Q

**Q & S**, auto rack, Ink-O Products Co.

**Q-T**, heat recirculators, Kisco Boiler & Engineering Co.

**Q-CHROMASTIC**, veneer coating for furnace walls, Quigley Co., Inc.

**Q-CHROME**, refractory material, Quigley Co., Inc.

**Q-1**, airform coat finisher, U. S. Hoffman Machinery Corp., Valetor Dist.

**Q-7**, drier or semi-finisher, U. S. Hoffman Machinery Corp., Valetor Dist.

**Q-2**, airform ladies' coat finisher, U. S. Hoffman Machinery Corp., Valetor Dist.

**QUADRAPHOS**, water conditioners, detergent, dispersing agent, Rumford Chemical Works

**QUAKER BLUE**, laundry blue, Pennsylvania Salt Mfg. Co.

**QUAKER IMPROVED**, chlorinated lime, bleach, Pennsylvania Salt Mfg. Co.

**QUALITEK**, press covers, puff iron covers, sponge pads, quality Products Co.

**QUENK**, wire hangers, Vail Mfg. Co.

**QUICK AID FIRE GUARDS**, fire extinguishers, General Detroit Corp.

**QUICKCLIFT**, trucks, Lewis-Shepard Products, Inc.

**QUICKLEY**, fire brick, Quigley Co., Inc.

**QUICK-CUT**, wrapping table, Coffman Mfg. Corp.

**QUICK-CUT**, wrapping table, Norman & Co.

**QUICK-LOK**, collar protector, Strimman Paper Co.

**QUICK-PACH**, fire brick, A. F. Green Fire Brick Co.

**QUICK-TEMP**, heating system, Fred H. Schaub Engineering Co., Inc.

## R

**R.C.C.**, rug cleaning and finishing compound, soaps, Lewis National Corp.

**R.C.U.**, rug and upholstery soap, Keystone Aniline & Chemical Co., Inc.

**R. F. G.**, stain remover, Riverside Mfg. Co.

**R-S**, valves and regulators, Ruggles, Klingmann Mfg. Co.

**R-M**, asbestos products, packing, friction materials and rubber products, Raybestos-Manhattan, Inc.

**RF**, high pressure boiler, Turbville Iron Works Co., Div. Strathorn Wells Corp.

**RIS**, digestive spotting agent, Wallerstein Co., Inc.

**R-S**, spotter, Caled Products Co., Inc.

**RADIANT**, continuous tumbler, Radiant Drying Co.

**RAINBOW**, plastic garment hangers, Henry Hanger Co. of America.

**RAINBOW**, spotting pencils, Eaton Chemical & Dye Works Co.

**RAK-GUIDE**, rack index for separating garments alphabetically, Para-Lux Products Co.

**RAM**, drycleaning soap, Adco, Inc.

**RAMSEY**, chain drive, chain drive sprockets, shaft couplings, Ramsey Chain Co., Inc.

**RAMITE**, plastic refractory, Ramite Co., Div. S. Obermayer Co.

**RANAREX**, combustion recorder, Fernut Co.

**RANDE**, metal press pads, Bergen Machine & Tool Co., Inc., Rande Unit Springs Div.

**RAPID POWER BOOSTER**, portable power belt conveyor, Rapid-Standard Co., Inc.

**RAPID ROLLER**, conveyor, Rapid-Standard Co., Inc.

**RAPID-WHEEL**, conveyor, Rapid-Standard Co., Inc.

**RAY**, oil and gas burners, pump, Ray Oil Burner Co.

**RAYBESTOS**, brake lining, clutch facing, brake blocks, Raybestos-Manhattan, Inc.

**RAY-METL**, clutch facings, Raybestos-Manhattan, Inc.

**RAYSOAP**, moisture-bearing drycleaning soap, Raychem Products Co.

**RAYS**, time, Spear Box Co., Inc.

**RAIS KRAFT**, packaging supplies, Spear Box Co., Inc.

**READY-PAK**, cast split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.

**RE-CIR-IT**, circuit breakers, Heismann Electric Co.

**RECLAMITE**, stain remover, H. Kohnstamm & Co., Inc.

**RECORD-A-CALL**, telephone forms and registers, Econo-Pak Register Co.

**RECORDAK**, accounting machines and systems, record systems, Recordak Corp.

**RED ARROW**, feed ribbon, Southern Mills, Inc.

**RED EDGE**, pads and padding for latwork ironers and press machines, Knitted Padding Co.

**RED FLASH**, water heaters, Fish Mfg. Co.

**RED & GREEN LINE**, laundry fabrics, Hettrick Mfg. Co.

**RED HEAD**, laundry and drycleaning presses, Force Equipment Corp.

**REDLIFT**, trucks, Lewis-Shepard Products, Inc.

**RED LABEL**, tallow soap, Beach Soap Co.

**RED LINE**, cotton goods, Pittsburgh Waterproof Co.

**RED-LINE**, garment drier, Hopkins Equipment Co.

**RED LINE**, greases, oils, lubricants, Union Oil Co. of California

**REDOTEX**, neutral red oil flakes and powder, M. Work Co.

**RED STAR**, feed ribbons, L. H. Gilmer Co., Div. U. S. Rubber Co.

**REDUCO**, liquid color stripper, Washine National Sands, Inc.

**REDUCOR**, speed reducers, Boston Gear Works, Inc.

**REDUX**, indelible ink remover, Boston Clip & Tag Co.

**REESCO**, powdered laundry soap, Minnesota Chemical Co., Inc.

**REEVES ARMY TWEIL**, uniform cloth, Reeves Brothers, Inc.

**REFINITE**, acetate water softeners, Refinite Corp.

**REFLEAT**, replantations, Fatsik & Co.

**REGAL**, engines, Ames Iron Works

**REGAL**, laundry indelible ink, I. Geller & Son

**REGAL**, neutral synthetic detergent, Armour & Co.

**REGAR**, powdered soap, soap chips, Minnesota Chemical Co.

**RELIABLE**, fur cleaning and fur storage equipment, Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.

**RELIANCE**, a.c. and d.c. motors, motor generators, Reliance Electric & Engineering Co.

**RELIEF**, spotter, Murphy Sales Co.

**RE-LOGIK**, powdered soap, Minnesota Chemical Co.

**REMA**, vacuum systems for presses, Rema Corp.

**REMO**, cover cloth fasteners, rack clips, set and marking pins, trays, safety and steel pins, overall tags, Radon Mfg. Co.

**RENNARDS**, leather cleaning and drying, Rennards' RENEWO, angle and globe valve, Lenkenschneider Co.

**RENEX**, detergents, Industrial Chemical Div., Atlas Powder Co.

**RE-NU**, potash expellized resin and fatty acids, Armour & Co.

**RENUIT**, liquid starch, Washine National Sands, Inc.

**RED**, motor trucks, Rex Motors, Inc.

**REEF**, water repellent, R. R. Street & Co., Inc.

**REFEL-O-MOTH TANK**, mothproofing equipment, Rapel-O-Products Div., North American Merchandising Co.

**REPUBLIC**, controls, instruments, Republic Flow Meters Co.



RE-PURGO, powdered soap, Minnesota Chemical Co.  
 RESKARCH, caustic, Research Products Corp.  
 RESILLO, gum pads, Resilco Co.  
 RESIST-CAL, water repellent, Calid Products Co., Inc.  
 RESISTO, water repellent, Resisto Laboratories  
 RESIZET, sizing, Takamine Laboratory, Inc.  
 RESISTN, caustic, Hunsford & Terry, Inc.  
 RESTORTEX, liquid staining, National Cleaners Chemical Mfg. Co.  
 REVIN ADHESIVES, gums, gums, sinings, starches, National Starch Products, Inc.  
 RETRON, sateen runner, American Laundry Machinery Co.  
 RE-VI, water repellents, Davison-Young Soap Co.  
 REVOLITE, laundry roll covers, padding, press covers, Atlas Powder Co., Reynolds Helm Div.  
 RESS, soluble liquid drycleaning soap, Davison-Young Soap Co.  
 REX, soap, Rex Laboratories  
 REX-FLEX, metal hose, Chicago Metal Hose Corp.  
 REX-FITE, heat-proof restorable couplings, Chicago Metal Hose Corp.  
 REX-TUBE, flexible metal hose, Chicago Metal Hose Corp.  
 REX-WELD, metal flexible hose, tubing, Chicago Metal Hose Corp.  
 REXEX, caustic caustic, Elgin Softener Corp.  
 R-F-1, drycleaning unit, Shields Engineering & Mfg. Co.  
 R-H-A, drycleaning unit, Shields Engineering & Mfg. Co.  
 RIBBON DELUXE, cotton ribbon, Milwaukee Printed String Co.  
 RIBBON-RITE, marking machine, Textile Marking Machine Co., Inc.  
 RICE'S, paint products, U. S. Gutta Percha Paint Co.  
 RICHMOND, leather belting, Virginia Leather Co.  
 RIMACO, steel, stripper, wetcleaning soap, Riverside Mfg. Co.  
 RIMACO GENERAL FORMULA, ink and stain remover, Riverside Mfg. Co.  
 RISING, cut fasteners, marking flags and targets, Hudson Mfg. Co.  
 RIVERSIDE, wet spotter, carpet shampoo, stripper, Riverside Mfg. Co.  
 ROADOL, paint, oil and grease remover, Packard Chemical Co., Inc.  
 ROADOL L, wet spotter, Package Chemical Co., Inc.  
 ROBERTS, numbering machine, Roberts Numbering Machine Co.  
 ROBINITE, soap powder, G. S. Robins & Co.  
 ROBINOL, wetting agents, G. S. Robins & Co.  
 ROBOT, self-contained automatic washers, Robot Laundry Machinery Sales  
 ROCKET, laundry press, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
 ROCKWEAVE, laundry textiles, aprons, cover and filter cloth, double face flannel, laundry nets, Callaway Mills, Inc.  
 ROCKWELL, valves, steam traps, W. S. Rockwell Co.  
 RODALON, non-staining disinfectant, Fairfield Laboratories  
 RO-FLO, air compressors, vacuum pumps, Allis-Chalmers Mfg. Co.  
 ROK-RIB, laundry nets, Whitehouse Products, Inc.  
 ROLA-RUG, rug rolling and packaging machines, Lincoln Products, Inc.  
 ROLL-O, trouser guards, Paulin Products Co.  
 RONAFLEX, elastic synthetic tubing with woven metal wire cover, Ronaflex Tubing Co., Inc.  
 RO-NOR, stain remover, H. Kohntamm & Co., Inc.  
 ROOFKOTER, roof material, Tropical Paint & Oil Co.  
 ROKIT BAGGER, garment bagger, Hushch Div., American Laundry Machinery Co.  
 ROTARY, wet blowers, Marion Machinery Foundry & Supply Co.  
 ROTEX, extractors, American Laundry Machinery Co.  
 ROTUL, boiler feed units, pumps, Roy E. Roth Co.  
 ROTO BRUSH, electric upholstery shampoo machine, Certified Chemical & Equipment Co.  
 ROTO-KLEEN, filter, Roto-Kleer, Inc.  
 ROUND THE BUTTON, shirt ironing press pads, Resilco Co.  
 ROYAL, medium-fine, cone-tailor clip, neutral soap, Arnone & Co.  
 ROYAL CALENDER, cylinder type sateen runner, American Laundry Machinery Co.  
 ROYAL OAK, leather belting, Webb Belting Co.  
 ROYAL FINE, soap, Iowa Soap Co.  
 ROYAL WORCESTER, belt cement, Goston & English Co.  
 RP NO. 757, stain remover, H. Kohntamm & Co., Inc.  
 RUBBER CITY, roofing materials, Rubber City Mfg. Co.  
 RUBEROD, built-up roofing materials, Ruberoid Co.  
 RUGGLO, rug cleaning soap, Maroon Products Co.  
 RUG-O, rug and carpet soap, Davison-Young Soap Co.  
 RUSCO, rubber belting, woven belting, press tape, Russell Mfg. Co.  
 RUST BAR, paint, rust preventative, Midland Paint & Varnish Co.  
 RUST-E-LIM, rust remover, Johnson Chemical Industries, Inc.

RUSTEX, soap, Houd Chemical Co., Inc., Crescent Div.  
 RUSTEZE, rust solvent, Houd Chemical Co., Inc., Crescent Div.  
 RUSTCO, rust remover, A. L. Wilson Chemical Co.  
 RUSTICK, rust remover, National Cleaners Chemical Mfg. Co.  
 RUSTICON SS, rust preventative, Philadelphia Quartz Co.  
 RUSTY RAIDER, solder and heating system cleaner, Radiator Specialty Co.  
 RUSTYRASE, rust remover, Hachik Bleach Co.

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S.E.B., wetcleaning soap, E. F. Drew & Co., Inc., S.M.A., high shampoo, Greblich, McLeod & Henry Co., Inc.  
 SOHL, low pressure boiler, Tusculum Iron Works Co., Div. Struthers Wells Corp.  
 SO, high pressure boiler, Tusculum Iron Works Co., Div. Struthers Wells Corp.  
 SABIN, glove cleaning machines, Sabin Machine Co.  
 SAGO, speed reducer, Stephens-Adamson Mfg. Co.  
 SAGON, belt conveyor carriers, Stephens-Adamson Mfg. Co.  
 SAFEGUARD, safety caps, General Detroit Corp.  
 SAFE CUTTERS, card kade, Time Savers, Inc.  
 SAFE-TIE ANCHORS, refractory anchors, Ramtite Co., Div. S. Obermeyer Co.  
 SAFE-T-SOL, dry oil, paint and grease remover, Patel & Co.  
 SAFETY, diapers, Sani-Top Co.  
 SAFETY LINEN SOAP, soap, Diamond Alkali Co.  
 SAF-T-AIR, ventilator, United Electric Motor Co.  
 SAGER SPEARHEAD, sateen spreaders, M. A. Peters  
 SAINSET, air-setting bonding master, A. P. Green Fire Brick Co.  
 SALVE-O-LIN, skin salve, Keystone Aniline & Chemical Co., Inc.  
 SAMOSEY, soap, Lewis National Corp.  
 SAMONMITE, filter bags, feather bags, extractor covers, soap whips, starch whips, tumbler sets, Manawatee Cotton Goods Mfg. Co.  
 SANA-FILTER, low pressure, filter-type soap, Huntington Laboratories, Inc.  
 SANA-SIZE, sizing, Huntington Laboratories, Inc.  
 SANITEX, baskets, trucks, bags, C. R. Daniels, Inc.  
 SANITONE, drycleaning process, Emery Industries, Inc.  
 SANITONE MC, mothproofers, Emery Industries, Inc.  
 SANITONE WB, water repellent, Emery Industries, Inc.  
 SANTI TOP, diaper cans, diaper pads, deodorants, Sani-Top Co.  
 SANTI-TYPE, heat reclaimer, Patterson-Kelley Co., Inc.  
 SAPPHERE, stripper and stain remover, Lewis National Corp.  
 SARCO, steam traps, temperature regulators, Sarco Co., Inc.  
 SATINETTE, combination starch, Keover Starch Co., Inc.  
 SAVU, 95% powder soap, John T. Stanley Co., Inc.  
 SAVONOL, wet spotter, Patel & Co.  
 SAXMAYER, bundle tyes, National Bundle Tye Corp.  
 SAYF, mothproofing compound, Sayf Mothproofing Co.  
 SCALE-I-CATER, boiler compound, W. F. Johnson Products Co.  
 SCHAUB, boiler heat and condensation return system, Fred H. Schaub Engineering Co., Inc.  
 SCHRAMM, air compressors, Schramm, Inc.  
 SCOTCH-MUND, boilers, Mound Boilers, Inc.  
 SCOTSMAN, washers, Ayr-Mor Machinery Co.  
 SCOTTDAL, stocking gate, Marion Machine Foundry & Supply Co.  
 SCOTTIE, JR., high-pressure riveted boilers, Kawano-Boiler Corp.  
 SCRAM BLOOD, spotting agent, Warco Laboratories  
 SEABUKE, mine, Spears Co.  
 SEA FOAM, soap powder, Colgate-Palmolive-Peet Co.  
 SEAL-ED POWER, totally enclosed fan-cooled motors, Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works  
 SEAL MASTER, ball bearings, Stephens-Adamson Mfg. Co.  
 SEAL-SILICATE, silicate adhesive, Philadelphia Quartz Co.  
 SEAMLEX, seamless flexible metal hose and tubing, Seamless Co., Inc.  
 S.E.B., coconut oil soap, E. F. Drew & Co., Inc.  
 S.E.B. CONCENTRATED, silk and wool soap, E. F. Drew & Co., Inc.  
 SEC, synthetic drycleaning unit, Sec-O-Matic Corp.  
 SEC-1, dry water repellent, Patel & Co.  
 SEC-O-MATIC, synthetic solvent drycleaning unit, Sec-O-Matic Corp.  
 SEE-SAFE, plastic storage and blanket bags, Mohl Mfg. Co.

SELECTRIC, water heaters, Crane Co.  
 SELF-SEAL, adhesive shirt bands, National Paper Band Co.  
 SELF-STICK, shirt bands, Phoenix Products Co.  
 SELLERS, steam boilers, open return systems, Sellers Engineering Co.  
 SELLOGEN, wetting agents, Jacques Wolf & Co.  
 SEMI-STON, cleaners' light naphthalene, Anderson-Friedrich Oil Corp.  
 SENECA, soap, Lewis National Corp.  
 SENSITROL, relay, Weston Electrical Instrument Corp.  
 SENTINEL, oil cup, Lunkenshimer Co.  
 SEPTO SOAP, soap, Diamond Alkali Co.  
 SEQUESTRENE, lime soap solvent, Albion Chemical Co.  
 NERVIS RECORDER, time and truck recorder, Service Recorder Co.  
 NESQUILATE, laundry detergent, Diamond Alkali Co.  
 1707, blue, H. Kohntamm & Co., Inc.  
 SHAMROCK, canvas baskets, hampers, trucks, Meese, Inc.  
 SHAW, collar edge, Reed Mfg. Co.  
 SHAW, tubing, National Tube Co.  
 SHELL, naphthalene, stain remover, Shell Oil Co., Inc.  
 SHELL-LESS, washers, U. S. Hoffman Machinery Corp.  
 SHELL-SOL, naphthalene, petroleum solvent, Shell Oil Co., Inc.  
 SHELL TOX, insecticide, Shell Oil Co., Inc.  
 SHIELDS, drycleaning unit, Shields Engineering & Mfg. Co.  
 SHINE BRIGHT, liquid scrubbing soap, Hild Floor Machine Co.  
 SHIPSAFE, bags, Lanning Bag & Specialty Co.  
 SHIRLAN, textile foundations, E. I. du Pont de Nemours & Co., Inc.  
 SHIRY BIN, for conveying shirts, J. W. Steele & Co.  
 SHIRT CHUTE, metal chute for shirt handling, Rosenthal Mfg. Co.  
 SHIRT PAK, shirt bag, Time Savers, Inc.  
 SHIRTRANSPORT, shirt transporter, G. H. Bishop Co.  
 SHIRT TRUCK, steel shirt bins, Time Savers, Inc.  
 SHOWERFEED, floor rug and carpet scrubbing machines, Hild Floor Machine Co.  
 SHOWER-PRUF, water repellent, Adco, Inc.  
 SHREDDER, 60% flake soap, John T. Stanley Co., Inc.  
 SHUR, mothproofing agent, Silver Mothproofing Co., Inc.  
 SIDE AISLE, truck bodies, Montpelier Mfg. Co.  
 SIERING, electromagnetic steam boiler, Siering Mfg. Co.  
 SIGNAL, flameproof, insecticide, Signal Chemical Mfg. Co.  
 SILENT CHIEF, electric floor machine, Continental Car-Na-Bar Corp.  
 SILENT SERF, portable vacuum cleaner, certified Chemical & Equipment Co.  
 SIL-EX, black metal washer, Gross Machinery Co., Inc.  
 SILKANWOOL, silk and woolen soap, North Coast Chemical & Soap Works  
 SILKLEEN, spotting agent, Silkleen Mfg. Co.  
 SILVER-CREST, washers, U. S. Hoffman Machinery Corp.  
 SILVER-KOTE, lacquer, Pittsburgh Waterproof Co.  
 SILVER LEAF, nets, Southern Mills, Inc.  
 SILVERLINK, roller chains, sprockets, Link-Belt Co.  
 SILVERSEAL, colored specialty tapes, Gummel Tape & Device Co.  
 SILVERSTREAK, silent chain drives, Link-Belt Co.  
 SILVERTHEN, wire hangers, Academy Hanger Co., Inc.  
 SILVERTINE, straight and safety pins, Vail Mfg. Co.  
 SILVERTOP, steam trap, V. D. Anderson Co.  
 SIMMONS, cuff and tag tacking machines, Simmons Machine Co.  
 SIMMONS ELECTRO-MEND, mending and patching machines, Simmons Machine Co.  
 SIMPLEX, break powder, H. Kohntamm & Co., Inc.  
 SIMPLEX, laundry tumblers, extractors and washers, Ratschewer, drycleaning tumblers, Ironer Div., Speed Queen Corp.  
 SIMPLEX, oil burners, Simplex Oil Heating Corp.  
 SINGER, sewing machines, accessories, Singer Sewing Machine Co.  
 SIRCO, tropical net shells for fur cleaning, Bernard Sirotta Co.  
 SIRCO FUME, liquid fumigating gas, Bernard Sirotta Co.  
 S-I-A, automatic synthetic drycleaning unit, Prosperity Co., Inc.  
 6-T, benzene soap, Midland Color & Chemical Co.  
 630, drycleaning soap, Calid Products Co., Inc.  
 60 SECOND, solvent, Superior Products Co.  
 SIZE, water soluble size finish, Davison-Young Soap Co.  
 SIZE-ALL, liquid sizing, Keystone Aniline & Chemical Co., Inc.  
 SIZE-ALL, permanent sizing, Beale Products, Inc.  
 SIZEOFF, enzymic desizing agent, Takamine Laboratory, Inc.  
 SIZE-IN, hot sizing, Greenville Chemical Co.  
 SKALA, boiler water treatment, Marvel Mfg. Co.  
 SKELLYSOLVE, petroleum solvents, Skelly Oil Co.  
 SKORTEX, wetcleaning compound, Wyandotte Chemicals Corp.



- SKY ROCKET, extractors, Hammond Laundry-Cleaning Machinery Co.
- SKY-TINT, liquid laundry blue, Klirgman Bros. Inc.
- SLACK SACKS, trouser bags, Phoenix Products Co.
- SLICKER, brushes, American Froshard Co., Inc.
- SLIK, cleaner and lubricator for pressing heads and irons, Mark-O Corp.
- SLIP EASY BRAND, motor oil, boiler and roofing materials, Riverside Chemical Co., Inc.
- SLIP-IN, collar protectors, Phoenix Products Co.
- SLIP-NOT, special tanned leather belting, Milwaukee Leather Belting Co.
- SLIP-ON, hanger shields, Academy Paper Box Co.
- SLIP-ON, hanger shields, Lorton Products Co., Inc.
- SLYDE-OUT, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
- SMASH, break powder, Minnesota Chemical Co.
- SMITH-DRUM, laundry mangle, Smith-Drum Co.
- SMITH'S, collar, cuff and neckband replacements, Gilman B. Smith Co., Inc.
- SMOOTH-TEX, press cloth, feed ribbon, Pittsburgh Waterproof Co.
- SNA-PON, trouser guards, Tillery Container Co.
- SNAP-TITE, cover-cloth clamp, J. W. Steele & Co.
- SNOWFLAKE CRYSTALS, sodium ascorbate, Solvay Sales Div., Allied Chemical & Dye Corp.
- SOAP-O-MATIC, soap dispenser, Hopkins Equipment Co.
- SOFTIE, diapers, Sani-Toy Co.
- SOLABOR, tag and overall detergent, Cowles Chemical Co.
- SO-KLEEN PENETRANT, drycleaning detergent, Mervin Products Co.
- SO KLEEN SY, synthetic drycleaning soap, Mervin Products Co.
- SOLAD, drycleaning soap, Murphy Sales Co.
- SOLABINSE, optical whitener, Carlson Chemical Co., Inc.
- SOLABRIDS, detergent, Carlson Chemical Co., Inc.
- SOLBLUE, blue, Speare Co.
- SOL BREAK, break powder, Lewis National Corp.
- SOLBUBEN, spotting agent, Eaton Chemical & Dye Works Co.
- SOL-CLAR, filter powder, ink remover, Murphy Sales Co.
- SOLCON, paint remover, Lewis National Corp.
- SOLID CURB, laundry, drycleaning extractors, American Laundry Machinery Co.
- SOLVEX, soap, Lewis National Corp.
- SOLIT-ATE, washers, tumblers, extractors, Ayer-Mach Machinery Co.
- SOLLOZONE, sodium peroxide, E. I. du Pont de Nemours & Co., Inc.
- SOL-SIL-ATE, alkali soap builder, Lewis National Corp.
- SOL-SIL-ATE, special alkali compounds, Speare Co.
- SOL-SOL, soap, Lewis National Corp.
- SOL SUDS, soap, Lewis National Corp.
- SOLTEX, drycleaning detergent, Riverside Mfg. Co.
- SOLUBLE PINE OILS 189, penetrant, Jacques Wolf & Co.
- SOLUBON, textile dyeing assistants, American Aniline Products, Inc.
- SOL-U-LUBE, neutral lubricant, Huntington Laboratories, Inc.
- SOL-U-NESSE, dry and wet spotter, Huntington Laboratories, Inc.
- SOL-U-SOAP, drycleaning soap, Huntington Laboratories, Inc.
- SOLVATONE, solvent, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.
- SOLVENT-STILL, distills synthetic solvents, Detrox Corp.
- SOLVEX, spotting agent, Spix Products Co.
- SOLVINK, ink, paint, rust, blood stain remover, Greenville Chemical Co.
- SOLVINGOL, spotting soap, Keystone Aniline & Chemical Co., Inc.
- SOLVO-MISER, solvent recovery unit, E. J. Perry Corp.
- SOLVO-RUST, soap, Thompson-Hayward Chemical Co.
- SOLVSPOT, synthetic detergent, Delray School of Spotting Instructions
- SOLZYME, digestive agent, Lewis National Corp.
- SONOMOR, safety and straight pins, wire garment hangers, Win. Frye, Inc.
- SOURFLD, laundry soap, Wyandotte Chemicals Corp.
- SOURTEC, soap, Wyandotte Chemicals Corp.
- SOUTHERN COLONEL, sponge press pads, Southern Mills, Inc.
- SOVASOL, Stoddard petroleum solvent, Socov-Vacuum Oil Co., Inc.
- SOVASOL 146, petroleum safety solvent, Socov-Vacuum Oil Co., Inc.
- SPACEMASTER, stacker, Lewis-Shepard Products, Inc.
- SPARCO PASTE SOAP, coconut oil soap, West Side Corp.
- SPARKETTE, detergent, Pennsylvania Salt Mfg. Co.
- SPARKLEAN, drycleaning detergent, Cides Corp.
- SPARKLES, liquid coconut oil soap, West Side Corp.
- SPARKOLOR, detergent emulsifier, Cides Corp.
- SPARTAN, flat and black leather V belt, leather packings, Gorton & Knight Co.
- SPARTAN, nets, Egan Cotton Mills
- SPEARE'S, blues, Lewis National Corp.
- SPECIAL FINISH, starch, A. E. Staley Mfg. Co.
- SPECIAL SUPER BAKETTE, plastic resins, Resin Co., Div. E. Obermayer Co.
- SPECIALTY, garment hanger, Specialty Devices Co.
- SPEED, brass fasteners, crasing shields, Speed Products Co., Inc.
- SPEED, marking and printed tags, Market Industries, Inc.
- SPEED-BAGGER, bagging device, Pure-Lux Products Co.
- SPEED-DEE, paint and grease remover, Adco, Inc.
- SPEEDEX, extractor, Zipper Laundry Machinery Co.
- SPEEDISKEYS, sales and record forms, Moore Business Forms, Inc.
- SPEEDLIFT, trucks, Lewis-Shepard Products, Inc.
- SPEEDMASTER, rug scrubber, Certified Chemical & Equipment Co.
- SPEEDMASTER, stackers and portable elevators, Lewis-Shepard Products, Inc.
- SPEEDMATIC, compressa tackler, Speed Products Co., Inc.
- SPEEDPLUS, filter powder, Dicalite Div., Great Lakes Carbon Corp.
- SPEED-SET, variable numbering machines, American Numbering Machine Co.
- SPEED-IT, prospector, G & G Chemical Co.
- SPEEDSTER, extractor, washers, Prosperity Co., Inc.
- SPEEDUX DIPMASTER, water-repellent dip tanks, Dwyer Co.
- SPEEDWAY, drycleaning, laundry and rug washers, A. A. Laundry Machinery Co.
- SPEEDWAY, prewash covers, folders, Speed Products Co., Inc.
- SPEEDWAY, washer, tumblers, Industrial Laundry Machinery Co., Inc.
- SPEIN, starch, Aralof Mfg. Co.
- SPING, injection type water heaters, David Stout & Sons
- SPIX, preprocessor, drycleaning and suede soap, hand cream, Spix Products Co.
- SPOREIGHT, sport shirt folding board, Key-Tag Checking System Co.
- SPORT SHIRT, press unit, American Laundry Machinery Co.
- SPOUTER, short folder, Time Savers, Inc.
- SPOTLESS, paste drycleaning soap, National Cleaners Chemical Co.
- SPOUTOUT, spot remover, Delray School of Spotting Instructions
- SPOUTOUT, spotting aids, Kennedy Products Co.
- SPOTRIGHT, spotting agent, Allen & Vickers, Inc.
- SPOT-X, preprocessor, Huntington Laboratories, Inc.
- SPRAY-MASTER, leather finishes, Caled Products Co., Inc.
- SPRAY-MASTER, spray gun, Cleaners Specialties Supplies Co.
- SPRAY MIX, coating refractory, Mexico Refractories Co.
- SPURT, blood remover, Patek & Co.
- SQUAKEWAY, curtain and blanket stretchers, Hopkins Equipment Co.
- SQUARE, reducing and regulating valves, C. E. Seavore Co.
- SS COMPOUND, washing compounds, Lewis National Corp.
- STA-AHEAD, hat stickers, Gummed Tape & Dielectric Co.
- STABILON, textile dyeing assistants, American Aniline Products, Inc.
- STACK-EM, hanger rack, Time Savers, Inc.
- STAEWITE, beltwork stacker, American Laundry Machinery Co.
- STADLUBE, starch lubricant, Stadium Co., Inc.
- STAD-SPUN, spun treated nylon cloth, Stadium Co., Inc.
- STAI-TEX, treated nylon cloth, Stadium Co., Inc.
- STADWAX, ironer oil, powdered wax, Stadium Co., Inc.
- STAG BRAND, press covers, aprons, bags, feed ribbons, Pittsburgh Waterproof Co.
- STAGG, spotting aids, G & G Chemical Co.
- STAIN-A-WAY, oxidant stain remover, Warco Laboratories
- STAINEX, laundry soap, Standard Chemical Works Co.
- STAINFRUF, aqueous type water repellent, Atlantic Stainproof Co.
- STAINFRUF-DC, solvent type water repellent, Atlantic Stainproof Co.
- STAINFRUF-FLG, rug glazing compound, Atlantic Stainproof Co.
- STAG, collar supports, Time Savers, Inc.
- STAMPAGRAF, indelible hot iron transfers, Stampograph Co., Inc.
- STANCO, blues, soaps, Standard Chemical Works Co.
- STANDARD, extract, Fletcher Works, Inc.
- STANDARD, laundry, drycleaning machinery, Standard Laundry & Cleaning Machinery Co.
- STANDARD, pin carrier, Keyon-Davis Co.
- STANDARD, press pads, Resilio Co.
- STANDARD, record system, Standard Register Co.
- STANDARD, valves W. M. Chase Co.
- STANDARD FLAKE SOAP, NO. 1, soap, Standard Soap Co. of Canada
- STANDARD KEND, soap, Keyon-Davis Co.
- STANDARTROL, air relay, Bailey Meter Co.
- STANDCO, speed indicators, tachometers, Herman H. Street Co., Inc.
- STAND-EEZ, floor mat, Colonial Rubber Co.
- STANDFAST, rust preventative, Standard Oil Co.
- STANOX, hot-water built soap, John T. Stanley Co., Inc.
- STANSO, cleaning chemicals, detergents, Standard Soap Co. of Canada
- STANSO TEX OIL, sulphated oils, turkey red oil, Standard Soap Co. of Canada
- STANTEK, press and cover cloth, John T. Stanley Co., Inc.
- STAPEX, starch, A. E. Staley Mfg. Co.
- STAFF-TITE, marking tags, Liberty Marking Tag Co., Inc.
- STA-PUT, lubricating oils, greases, R. F. Hough-ten & Co.
- STAR, globe, angle, check valves, Kunkle Valve Co.
- STARCHTEX, starch lubricant, Lewis National Corp.
- STAR-RITE, collar supports, shoulder shields, trouser guards, tie holders, industrial aprons, Hodge, Farwell & Co.
- STAR-BRITE, wetcleaning soap, Star Soap & Chemical Co.
- STARR-901, drycleaning soap, Star Soap & Chemical Co.
- STAR SERVICE, wire hangers, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
- STARTEX, break compound, H. Kohstamm & Co., Inc.
- STATCOL, drycleaning soap, R. B. Street & Co., Inc.
- STEAM-AIRE, garment finishers, Paxtex, Mfg. Corp.
- STEAMBAIRE, unit heater, Young Radiator Co.
- STEAMASTER, boilers, return systems, Steamaster Automatic Boiler Co.
- STEAM-FLEX, press connectors, Chicago Metal Hose Corp.
- STEAM FLOW, rubber press pad, Newhouse Co.
- STEAM-PAK, packaged steam generators, Yorkshire, Inc.
- STEAMTITE, flexible metal connector for laundry and pressing machines, American Brass Co., American Metal Hose Branch
- STEEL-BILT, extractors, washers, B & G Machinery Co., Inc.
- STEELCOTE, paint, varnishes, waterproofing, Steelcote Mfg. Co.
- STEELER MIN, shirt carrier, J. W. Steele & Co.
- STEEL GLIDER IRON, electric iron, J. W. Steele & Co.
- STEELKOLK, self-locking shirt band, J. W. Steele & Co.
- STEEL-FORGED, casters, Rapids-Standard Co.
- STEEM, neutral lubricant for steam spotting, Caled Products Co., Inc.
- STEIGLER MARKOGRAPH, marking machine, George Steigler Co.
- STEIN, add-a-section finished tables, Lawrence M. Stein Co.
- STEIN, cuff tacker, Stein Specialty Co.
- STEINER, paper towels, soap dispensers, toilet brushes, Steiner Sales Co.
- STELLAR, filter, Indico, Inc.
- STERI-CHLON, deodorizer and germicide, Wyandotte Chemicals Corp.
- STERICLEAN, laundry soap, Johnson Chemical Industries, Inc.
- STERICO, pumps, traps, controls, regulators, Sterling, Inc.
- STERLING, corn starch, Kover Starch Co.
- STERLING, pumps, boiler, Sterling Engineering & Mfg. Co.
- STERLING, salt, salt tablets, dispensers, International Salt Co.
- STEVEDORE, J.L., conveyor, Rapids-Standard Co., Inc.
- STEVENSON, automatic counting machine, Stevenson Co.
- STEWART-WARNER, instruments, Stewart-Warner Corp., Alameda Corp.
- STIX-TITE, belt combed, Milwaukee Leather Belting Co.
- STILLSON-GENUINE, wrench, Walworth Co.
- STOD-SOL, Stoddard solvent, Anderson-Friedland O'Connell
- STONEWALL, fans, Humwall Sales Co.
- STORAGE MASTER, fur and woolen storage, Walter Haezel Co.
- STOVER, water softeners, pressure filters, Spix Water Softener Co.
- STRATE, special drycleaning detergent, Spix Products Co.
- STREAMELINE, chain type beltwork ironer, American Laundry Machinery Co.
- STREAMLINED LABELERS, maintaining machine, Better Packaging, Inc.
- STREETER, stripper, R. B. Street & Co., Inc.
- STREFTEX, drycleaning soap for chlorinated solvents, R. B. Street & Co., Inc.
- STRESSITE, solid bronze machine parts, Angles Div., Chrysler Corp.
- STRIPALINE-G, stripper, Keystone Aniline & Chemical Co., Inc.
- STRIPEX, strippers, Package Chemical Co., Inc.
- STRIP-IT, powdered stripper, Kom Laboratories
- STRIP-KLEEN, liquid stripper, Kom Laboratories
- STRUFFIT, strippers, Package Chemical Co., Inc.
- STRUFFIT, dish remover, stripper, Klirgman Bros., Inc.
- STRUP-STIG, stripper, National Cleaners Chemical Mfg. Co.
- STRUBBER, powdered stripper, Houd Chemical Co., Inc., Crescent Div.
- STROMBERG, time clocks Stromberg Time Corp.

**STRONG**, steam specialties, Strong, Carlisle & Hammond Co.

**STURDI-BILT**, metal laundry washer, Jensen Mfg. Co.

**STYLOGRAMS**, simulated paper handkerchiefs printed with sales message, Nashim Gummer & Coated Paper Co.

**SUBALOX**, lead and aluminum glimmer paint, Subox, Inc.

**SUMBERSON**, horizontal gas-fired boilers, horizontal gas-fired water heaters, David Stout & Sons.

**SUBIX**, anti-corrosive paint, Subox, Inc.

**SUDGO**, soap builder, Washine National Sands, Inc.

**SUDSWY**, ready synthetic solvent, E. F. Drew & Co.

**SUITANDRESS**, hangers, Cleaners Hanger Co.

**SULFACO**, wetting agent, R. P. Street & Co., Inc.

**SULFOBUD**, emulsion soap, Merson Products Co.

**SULFOTAD**, soap, Stadium Co., Inc.

**SULPHOGEN**, spotting compound, Riverside Mfg. Co.

**SULPHOTEX**, detergent, soaps, Keystone Aulino & Chemical Co., Inc.

**SULUBOL**, detergent, Apex Chemical Co., Inc.

**SUNBEAM**, automatic clothes-lifting basket liner, Cleaners Specialties Supplies Co.

**SUN FLUORESCENT**, lighting fixtures, Sun Fluorescent Electric Co.

**SUN-PROOF**, paint, Pittsburgh Plate Glass Co., Paint Div.

**SUNRAY**, laundry machinery, Super Laundry Machinery Co.

**SUPERBELT**, leather belting, Philadelphia Belting Co.

**SUPERBILD**, soap builder, Solvay Sales Div., Allied Chemical & Dye Corp.

**SUPERCHLO**, bleach, Patterson Laboratories, Inc.

**SUPER-CLEAR**, rust-removing soap, Johnson Chemical Industries, Inc.

**SUPER DETERGENT**, detergent type drycleaning soap, National Cleaners Mfg. Co.

**SUPER DRY-O-MATIC**, signal and alarm control for tumblers, Rosenthal Mfg. Co.

**SUPER-ELCONITE**, high capacity greenand resin, Egan Softener Corp.

**SUPEREX**, sheet block and pipe insulations, Johns-Manville

**SUPERFINE**, laundry starch, Washine National Sands, Inc.

**SUPER FUMEPROOF**, interior enamel, A. C. Hays Co., Inc.

**SUPERGAUGE**, gauges, U. S. Gauge Div., American Machine & Metals, Inc.

**SUPER HIDING**, interior white, U. S. Gotta Fresh Paint Co.

**SUPER ILLUMINATORS**, incandescent lighting equipment, Edwin F. Guth Co.

**SUPERIOR**, blues, soaps, Superior Products Co.

**SUPERIOR**, crush-proof sorting books, V & W Equipment Co.

**SUPERIOR**, marking machines, Textile Machinery Co., Inc.

**SUPERIOR**, rubber-tired wheels and casters, Jarvis & Jarvis, Inc.

**SUPERIOR**, steam generators, Superior Combustion Industries, Inc.

**SUPERKLEEN**, laundry alkali, Washine National Sands, Inc.

**SUPER MERCURY**, extractor, Toy Laundry Machinery Div., American Machine & Metals, Inc.

**SUPER MULTIFLEX**, calcium carbonate, Diamond Alkali Co.

**SUPER OILITE**, formosa-base lubricating bearings, Amples Div., Chrysler Corp.

**SUPERPACKING**, leather packings, Philadelphia Belting Co.

**SUPER-PLASTIC**, refractory materials, A. P. Green Fire Brick Co.

**SUPER PUMGO**, soap builder, Minnesota Chemical Co.

**SUPER RAMITITE 22**, plastic refractory, Kamtite Co. Div. 8, Obermayer Co.

**SUPER SERVICE**, press and inner patch and finishing, Progressive Textile Mfg. Co.

**SUPER-SOLIC**, emulsion, Diamond Alkali Co.

**SUPER SILVERTOP**, steam traps, strainers, traps, V. D. Anderson Co.

**SUPER-SOL**, propeller, National Cleaners Chemical Mfg. Co.

**SUPER-SPEED**, drycleaning tumbler, American Laundry Machinery Co.

**SUPER STEEL**, pipe, safety pipe, Wm. Frym, Inc.

**SUPER STYON**, ironer, American Laundry Machinery Co.

**SUPER-TEX**, detergent, Na-Pro Mfg. Co.

**SUPER-VAC**, rug cleaning suction machine, American Laundry Machinery Co.

**SUPER-WEAR**, press covers, Gustin-Kramer Co.

**SUPER-X**, break powder, Spence Co.

**SUPER-ZARNO**, air-driven laundry presses, American Laundry Machinery Co.

**SUPER-ZARMOOTIE**, air-driven laundry presses, American Laundry Machinery Co.

**SUPER-ZORIC**, drycleaning unit, American Laundry Machinery Co.

**SUPREME**, laundry starch, Clinton Foods, Inc.

**SURE-FLUO**, trimer wax, Johnson Chemical Industries, Inc.

**SURE-HOLD**, paper specialties, wrappers, Sure-Hold Div., Nashim Gummer & Coated Paper Co.

**SURELOC**, aluminum collar and cuff fasteners, collar buttons, Superior Paper Clip Co.

**SURE-RETURN**, condensation pump, Chicago Pump Co.

**SURE-RINSE**, diaper soap, Johnson Chemical Industries, Inc.

**SURFALOX**, resin emulsion paint, Vira-Var Corp.

**SURFAX**, wetting agent, E. F. Houghton & Co.

**SURFEX**, calcium carbonate, Diamond Alkali Co.

**SURFEX MM**, calcium carbonate, Diamond Alkali Co.

**SUSPENSO**, calcium carbonate, Diamond Alkali Co.

**SUSSMAN**, steam iron, Automatic Steam Products Corp.

**SUZIE-Q**, garment finisher and fabric conditioner, American Machinery Co.

**SWAN**, valves, Klapfel Mfg. Co.

**SWANEE**, cover duck, Minnesota Chemical Co.

**SWANSDOWN**, calcium carbonate, Diamond Alkali Co.

**SWATCH WAY**, spotting course, Delany School of Spotting Instructions

**SWINGLINE**, staples, staplers, Speed Products Co., Inc.

**SWIVELoader**, box car loaders, Stephenson-Adams Mfg. Co.

**SWIV-O-HOKE**, hangers, Garment Hanger Co.

**SYLON**, chest type flatwork ironer, American Laundry Machinery Co.

**SYLVANIA**, cellophane, Sylvania Div., American Vianosa Corp.

**SYNABOL**, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**SYNCHRO-VALVE**, diaphragm control valve, Synchro Valve Co.

**SYNDET**, synthetic detergent, West Side Corp.

**SYNDFLEX**, outside and interior enamel, Midland Paint & Varnish Co.

**SYNTERAGE**, drycleaning soap for chlorinated solvents, Raychem Products Co.

**SYNSUDS**, soap, H. Kohnstamm & Co., Inc.

**SYNSUDS**, synthetic soap powder, Trico Chemical Div., Trico Equipment Co.

**SYNTHIEL**, liquid filter soap, National Cleaners Chemical Mfg. Co.

**SYNTHESOL-100**, drycleaning soap for synthetic solvent, Patch & Co.

**SYNTHITE**, zeolite, Hungerford & Terry, Inc.

**SYNTHO**, soap for chlorinated solvents, National Cleaners Chemical Mfg. Co.

**SYNTHO-SAVER**, solvent recovery unit, Detrex Corp.

**SYNTHOSOL**, neutral wet spotting agent, Allen & Vickers, Inc.

**SYNTHO SUDS**, synthetic soap powder, West Side Corp.

**SY PENETRANT**, drycleaning detergent, Merson Products Co.

## T

**TM**, high pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.

**T.R.**, stain remover, Package Chemical Co., Inc.

**TABACO**, water heaters, Lewmore Boiler Corp.

**TACO**, heaters, condensers, hot water systems, Taco Heaters, Inc.

**TAD**, insecticides, deodorants, Tad Chemical Co., Inc., Acacia Industrial Goods and Cos.

**TAD tags**, Boston Clip & Tag Co.

**TAG**, recording instruments, all types, C. J. Tagliabue Div., Portable Products Corp.

**TAG-A-DAY**, laundry marking tags and pins, Boston Clip & Tag Co.

**TAGGER**, sewing machine for tagging, Chandler Machine Co.

**TAG-O-MATIC**, tag making and marking machine, Textile Marking Machine Co., Inc.

**TAHOE**, laundry blue, Patek & Co.

**TAKALAB**, concentrated enzymic digestant, Takamine Laboratory, Inc.

**TAKMERSE**, enzymic digestant for bath, Takamine Laboratory, Inc.

**TALASE**, desizing agent, Takamine Laboratory, Inc.

**TALLEY**, belt and motor driven wooden washers, Talley Laundry Machinery Co.

**TAN-AN-INK**, ink remover, Package Chemical Co., Inc.

**TANSOL**, tannin stain remover, Greenville Chemical Co.

**TAN-X**, semi-vet stain remover, National Cleaners Chemical Mfg. Co.

**TARBONIS**, protective skin cream, Tarbonis Co.

**TARCO**, water heaters, A. L. Wilson Chemical Co.

**TASCO**, alkali (soap builder), Lewis National Corp.

**TASCO TINT**, blue, Lewis National Corp.

**TATLER**, silk American Engineering Co.

**TEJAX**, valve indicator, Tejax Engineering Corp.

**TELEMASTER**, relay, Tork Clock Co., Inc.

**TELL BOARD**, bulletin board, Min Safety Appliances Co.

**TELEVEL**, bin level control switches, Stephenson-Adams Mfg. Co.

**TEL-U-VISION**, transparent garment bags, Maki Mfg. Co.

**TEMPERATION**, steam traps, Sterling Engineering & Mfg. Corp., Templeton Mfg. Co.

**10 & 20**, short bias, Time Savers, Inc.

**TEN-MINIT**, bleach, Warco Laboratories

**TEN 22**, laundry and drycleaning chemicals and detergents, Roberts-Moshler Co.

**TERGIT**, spotting compound, Riverside Mfg. Co.

**TERGITOL**, wetting agent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

**TER-TEX**, drycleaning concentrate, Spitz Products Co.

**TETRA-CLEAN**, synthetic drycleaning unit, Ayr-Mor Machinery Co.

**TETRA-NOVAL**, wetcleaning soap, Keystone Aulino & Chemical Co., Inc.

**TETRAPOL**, spot washing, tar removal, General Dyestuff Corp.

**TETRA-SAN**, liquid detergent, Huntington Laboratories, Inc.

**TEX-ALL**, rug cleaner, Certified Chemical & Equipment Co.

**TEXANA**, laundry soap, Texas Soap Mfg. Corp.

**TEXTITE**, industrial detergent, H. Kohnstamm & Co., Inc.

**TEXVOL**, drycleaning detergent, Riverside Mfg. Co.

**TEXZOL**, using preparation, Package Chemical Co., Inc.

**TENO**, laundry soap, E. F. Drew & Co., Inc.

**TEXSCOUR**, low-titer neutral red oil soap flakes, Armour & Co., Inc.

**TEXVOL**, drycleaning detergent, Riverside Mfg. Co.

**TEXTAG**, hot system of production control, Carman & Co., Inc.

**TEXTICIDE M**, aqueous type fungicide, Atlantic Stampco Co., Inc.

**TEXTICIDE MC**, solvent type fungicide, Atlantic Stampco Co., Inc.

**TEXTOL**, glass thread, Fletcher Mills, Inc.

**TEXTURE-SAN**, fabric conditioner, Huntington Laboratories, Inc.

**THERMO-HUMIDIGRAPH**, combination temperature and humidity recorder, Bristol Co.

**THERMOKOTITE**, heat-resistant paint, Vira-Var Corp.

**THERMOTEX**, cover cloth, H. Kohnstamm & Co., Inc.

**THERMOTEX "S"**, heat resistant cover cloth, H. Kohnstamm & Co., Inc.

**THERMO-VENTO**, drying tumbler, American Laundry Machinery Co.

**T-33**, gunacker, Arrow Fastener Co.

**THOR**, intermediate quality, stiff mud liner, Mexico Refractories Co.

**THORAL**, rug shampoo, Turo Products, Inc.

**TH-8**, automatic synthetic drycleaning unit, Prosperity Co., Inc.

**3-B DYNAMITE**, soap, Home Soap Mfg. Co.

**3-STAR**, leather and waterproof leather belting, Charlotte Leather Belting Co.

**THREE STAR**, pads, padding roll iron sets, Baltimore Specialty Co.

**328**, ironer oil, John P. Lynch Co.

**THRIPTIES**, collar supports, M. H. Gronauer Co.

**THURSTON**, drinking fountains, Crane Co.

**TI-BAC**, cover for Ti-Rak, Para-Lux Products Co.

**TIRRODE**, double-face padding, Tingo, Brown & Co.

**TICKETAG**, drycleaning identification system, California Co.

**TICOTHAM**, high pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.

**TIE-PAK**, tie racks and bags, Phoenix Products Co.

**TIGER**, paste type detergent, Adco, Inc.

**TILTROL**, shirt unit and shirt presses, American Laundry Machinery Co.

**TIME-O-MATIC**, timers for extractors, Ruessell Mfg. Co.

**TIME SAVERS**, garment racks, trouser guards, shirt envelopes, Time Savers, Inc.

**TI-ME-TER**, laundry equipment timer, Bidwell Mfrs.

**TIMKEN**, roller bearing, rollings, Timken Roller Bearing Co.

**TINDECK**, double-face padding, Tingo, Brown & Co.

**TI-NI-TER**, indicating timer, Bidwell Mfrs.

**TI-RAK**, socktie hanger, Para-Lux Products Co.

**TITANIC**, strippers, Spitz Products Co.

**TITILE-FLEX**, flexible metallic tubing, industrial and finishing fillets, Tittels, Inc.

**TITRESAL**, gasket and joint sealing compound, Radiator Specialty Co.

**TOLEDO**, scales, Toledo Scale Co.

**TOFAZ**, high-titer built soap chips, Armour & Co.

**TOP FLITE**, rubber belt, Webb Belting Co.

**TORRE**, vacuum switches, Tork Clock Co., Inc.

**TORNADO**, blowers, industrial vacuum cleaners, floor machines, Brene Electric Mfg. Co.

**TORRIDON**, blowers unit heater, Trade Co.

**TOTALUM**, aluminum paint, Wilbur & Williams Co.

**TOTRUST**, rust inhibitive paint, Wilbur & Williams Co.

**TORCH**, volatile dry-spatter, G & G Chemical Co.

**TRAN-CEL-SEAL**, cellulose tape, Gummed Tape & Devices Co.

**TRANSAXIL**, electronic flame-guard safety pilot, Lee B. Meier Co.

**TRANSTITE**, asbestos-cement pipe, Johns-Manville TREET-O-UNIT, constant rate proportioning pump, Proportioners, Inc.

**TRI**, for cleaning build, Walter Harvel Co.

**TRIAD**, alkali and emulsion cleaning compounds, Detrex Corp.

**TRI-CLAD**, motors, General Electric Co.

**TRILENE**, drycleaning solvent, E. I. du Pont de Nemours & Co., Inc.

**TRICO**, air guns, fuse pullers, renewable fuses and elements, Trico Fuse Mfg. Co.

**TRICO**, wetcleaning soap, Trico Chemical Div., Tri-State Equipment Co.  
**TRIMERSE**, enzymic digester, Trico Chemical Div., Tri-State Equipment Co.  
**TRIPLE-A**, paints, (Vulgrig Co., Inc.)  
**TRIPLEX**, drycleaning systems, petroleum safety solvent, Triplex Industries, Inc.  
**TRISOL**, stain remover, Eaton Chemical & Dye-stuff Co.  
**TRIUMPH**, built non-toxic synthetic detergent, Amcor & Co.  
**TRIWAY**, fur finishing machine, Walter Haertel Co.  
**TRI X**, fumigant, Walter Haertel Co.  
**TROPELITE**, paint, Tropical Paint & Oil Co.  
**TROPICAL**, wet shells for fur cleaning, Bernard Sirota Co.  
**TROPELUX**, white enamel, Tropical Paint & Oil Co.  
**TROUSER-FORMER**, pants shaper, Bill Glover, Inc.  
**TROUS-GARD**, trouser guard, Para-Lux Products Co.  
**TROY**, laundry machinery, Troy Laundry Machinery Div., American Machine & Metals, Inc.  
**TROY-ENBERG**, steam engines, generators, Troy Engine & Machine Co.  
**TRU COLOR**, dyeing, Tru Color Dye Works  
**TRUFOLD**, shirt folding machine, J. W. Steele & Co.  
**TRUFORM**, steam-air garment finisher, American Laundry Machinery Co.  
**TRUMATIC**, slatwork folder, American Laundry Machinery Co.  
**TRUMP**, spot remover, Spix Products Co.  
**TRU-SHEEN**, concentrate, drycleaning soap, Tru-Sheen Corp.  
**TT TICKET TAG**, identification systems, Ticks-Tag Co.  
**TUFF HIDE**, padding, Pittsburgh Waterproof Co.  
**TUFFLEX**, padding, Wood Conservation Co.  
**TUFF-TEX**, metal press pads, K. S. Smith, Inc.  
**TUMBLORITE**, lighting fixture for open-end tumblers, Dannel Co.  
**TURBO ACTION**, washers, Zephyr Laundry Machinery Co.  
**TURBO GUN**, spotting gun, Elliot Hafe Mfg. Co.  
**TURBO-JET**, steam canopy, Hopkins Equipment Co.  
**TURBO-VAC**, single press vacuum system, Fante Mfg. Co.  
**TURBO-VACUUM COMPRESSOR**, centrifugal refrigeration, Trase Co.  
**TURCO**, insecticides, germicides, Turco Products, Inc.  
**TURRET**, water supply pump, Yeomans Bros. Co.  
**TUWAY**, strainers, Wright-Austin Co.  
**20th CENTURY**, needle bearing, Holter Bearing Co. of America  
**20-L**, laundry starch, Clinton Foods, Inc.  
**TWENTY-TWENTY**, front-loading washer, American Laundry Machinery Co.  
**TWIN CONTACT CONTROLS**, controls, regulators, gauges, Parlex Corp.  
**TWINMATIC**, washer and extractor, Imperial Laundry Machinery Co.  
**TWINFLEX**, fur cleaning drum and cage, Walter Haertel Co.  
**TWIN-PRESS**, drycleaning press, Reliable Steam Pressing Machinery Co.  
**TWINTAINER**, extractor, Fletcher Works, Inc.  
**TWIN-TEX**, metal press pads, K. S. Smith, Inc.  
**TWISTEMAN**, halter comb, H. F. Hanson & Co.  
**TWITCHELL**, emulsifying bases, Emery Industries, Inc.  
**20th**, general formula, R. B. Street & Co., Inc.  
**240**, stripper, Patek & Co.  
**TY-BORDS**, forms for pressing neckties, Joe L. Whelan  
**TYCO**, stick machine cleaner for hot iron, Presses, Tyson Sales Co., Inc.  
**TYGON**, plastics, U. S. Stoneware Co.  
**TYMIT**, timers, Turk Clock Co., Inc.  
**TYPE 16, 16+, 16+2, 16B**, soap builders, Turco Products, Inc.  
**TYFS**, bundle tyers, Tie Co.

**UNIPRESS**, air-driven laundry presses, Unipress Co.  
**UNITED**, washable uniforms, United Cotton Goods Co., Inc.  
**UNITHERM**, unit heaters, Clange Fan Co.  
**UNITHURP**, complete drycleaning unit, Fuller Mfg. Co.  
**UNIVALVE**, valves, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.  
**UNIVERSAL GIANT**, compression and flexible shaft drive, H. B. Wood's Sine Co.  
**UNIVERSAL SPEED-FEED**, device for feeding continuous forms through typewriters and billing machines, Egly Register Co.  
**UNIVERSAL STRIPPER**, stain remover and dryer, H. Kohnstamm & Co., Inc.  
**UNLOADING CASCADE**, laundry washer, American Laundry Machinery Co.  
**UNOX**, penetrant for fire-fighting, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.  
**URBAN**, truck bodies, Montpelier Mfg. Co.  
**U-SAN-D**, mothproofing, American Mothproofing Co.

## V

**V-C**, food ribbons, textiles, "Virginia-Carolina Laundry Supply Co."  
**V.D.**, spotter, Adco, Inc.  
**VALEATOR**, drycleaning equipment, U. S. Hoffman Machinery Corp.  
**VANETTE**, truck bodies, Vanette Div., Brooks & Perkins, Inc.  
**VANITE**, liquid detergent, Adco, Inc.  
**VAPOR-CLARKSON**, steam generating unit, Steam Engineering & Sales Co.  
**VAPORSAVER**, combination tumbler, reclainer, U. S. Hoffman Machinery Corp.  
**VAULTMASTER**, for cleaning and storage equipment, Huebner Div., American Laundry Machinery Co.  
**VEE-LOK**, clutch facings, Raybestos-Manhattan, Inc.  
**VEE-THREE**, paste drycleaning soap, Riverside Mfg. Co.  
**VEGETABLE IVORY**, buttons, Eureka Button Co.  
**VELOCO**, marking ink and sets, Ink-O Products Co.  
**VELOCITY DRAINER**, steam trap (float), Wm. Acker Organization, Inc.  
**VELOCITY STEAM**, steam system, Velocity Steam Production Engineering Co.  
**VELVET RAINBOW**, combination starch, Harco  
**VELVET WHEAT**, wheat starch, Harco Milling Co.  
**VELVO**, wetcleaning soap, Davies-Young Soap  
**VERBI**, laundry and wetcleaning textile finishing compound, John T. Stanley Co., Inc.  
**VERTEX**, low-titer soap flakes, Swift & Co.  
**VIBRAMOVER**, for cleaning table, Walter Haertel Co.  
**VIBRA-SORBER**, pipeline vibration absorber, Chicago Metal Hose Corp.  
**VIC**, drycleaning washers, drying cabinets, Vic Cleaning Machine Co.  
**VIC 90**, synthetic solvent drycleaning machine, Vic Cleaning Machine Co.  
**VICTOR**, straight pins, Radson Mfg. Co.  
**VICTOR**, wheel stars, Keever Star Co.  
**VICTORY**, blue, Minnesota Chemical Co.  
**VICTORY**, drycleaning soap, Patek & Co.  
**VICTORY**, for cleaning food, Bernard Sirota Co.  
**VICTORY**, laundry marking tags, Tagit Co.  
**VIGIL**, diaper antiseptic and deodorant, Patek & Co.  
**VIKE**, pipe joint compound, Keystone Lubricants Co.  
**VIKING**, intermediate quality, dry press firebrick, Mexico Refractories Co.  
**VIKING**, pumps, Viking Pump Co.  
**VIM**, leather packing, bolting, E. F. Houghton & Co.  
**VIM**, steam engine, Ames Iron Works  
**VIRGINIA**, apron cement, blue, marking pen points, Virginia-Carolina Laundry Supply Co.  
**VIRGINIA GREENSTONE**, non-sol floor surfacing material, soaking and rinsing tubs, wetcleaning tables, Virginia Greenstone Co., Inc.  
**VISCOR**, filter, Weston Electrical Instrument Corp.  
**VITA-CAL**, self-sealing flat wall finish in semi-paste form, Vita-Vac Corp.  
**VITA-COLOR**, mildewproofing, weatherproofing finishes, Vita-Vac Corp.  
**VITA-LEX**, synthetic white enamel spar varnish, Vita-Vac Corp.  
**VITA-VAR**, paints, enamels, varnishes, Vita-Vac Corp.  
**VITI**, drycleaning soaps, Patek & Co.  
**VOKES**, air cleaners, filters, separators, strainers, Drico Industrial Corp.  
**VOLCLAY**, bentonite clay, American Colloid Co.  
**VOLTEX**, spotting agent, Spix Products Co.  
**VOL-U-METER**, flow responsive proportioning proportioners, Inc.  
**VORCLONE**, extractors, tumbler, U. S. Hoffman Machinery Corp.

**VORSEC**, extractors, drycleaning units, U. S. Hoffman Machinery Corp.  
**V-3 DRIVE**, all-electric adjustable speed drive for a.c. circuits, Reliance Electric & Engineering Co.  
**VULCAN**, cover cloth, Pittsburgh Waterproof Co.  
**VULCAN**, stickers, Canine Sticker Corp.  
**VULCATEX**, caulking and glazing compound, A. C. Horn Co., Inc.

## W

**W.D.F.**, wet or dry presspotter, Warren Laboratories  
**W.L.**, drycleaning detergents, Caled Products Co.  
**W. F. R.**, wet and dry paint remover, National Cleaners Chemical Mfg. Co.  
**WALCO**, pipe wrench, Walworth Co.  
**WALDORF**, paper hangers, Waldorf Paper Products Co.  
**WALLHIDE**, paint, Pittsburgh Plate Glass Co., Paint Div.  
**WALSEAL**, threadless button fitting, Walworth Co.  
**WALSH**, diaphragms, gaskets, packings, pump valves, Walsh Packing Co.  
**WAREHOUSE**, industrial trucks, Rapids-Standair & Co., Inc.  
**WARREN**, leather belting, cement, dressing, Warren Belting Co., Inc.  
**WASH-A-WAY**, washer, Cook Machinery Sales Co.  
**WASHEX**, combination washer-extractor, Fabes Laundry & Dry Cleaning Machinery Co.  
**WASHINE**, bleach (sodium hypochlorite), Washine National Sands, Inc.  
**WASHNITE**, detergent, Washine National Sands, Inc.  
**WASHMOR**, nylon laundry nets, Tingoes, Bruva & Co.  
**WASHMETER**, washing machine recorder, Huebner Div., American Laundry Machinery Co.  
**WASHITEX**, overall compound, Thompson-Hayward Chemical Co.  
**WATCH-DOG**, water meters, Worthington Pump & Machinery Corp.  
**WATCOCELL**, asbestos pipe covering, blocks, Ruberoid Co.  
**WATERPROOFON PRE**, water repellent, Apex Chemical Co., Inc.  
**WATERSPAR**, polishing wax, Pittsburgh Plate Glass Co., Paint Div.  
**WATERWAY**, laundry combination washer-extractor, Pappe Mfg. Co.  
**WEAVE-BAC**, reweaving process, Weave-Bac  
**WEDGE-LOCK**, steel shoving, Berger Mfg. Div., Republic Steel Corp.  
**WEDGEWAX**, anti-shed floor wax, First Control Equipment Co.  
**WEE-SCOT**, high pressure boiler, Titusville Iron Works Co., Div. Strouther Wells Corp.  
**WEIDMASTER**, platform, Lewis-Shepard Products, Inc.  
**WEIPCO**, steam valves, discs, Western Laundry Press Co.  
**WEIRKITE**, neutral tallow flakes, powder, M. Work Co.  
**WEIR'S COLDWATER**, built red oil soap, M. Work Co.  
**WELCO**, liquid break, West Side Corp.  
**WESCO**, paint and grease remover, West Side Corp.  
**WESCOTT**, shirt packaging supplies, Wescott Products Corp.  
**WESTFORM**, safety chloroform, West Side Corp.  
**WEST COAST**, extractors, washers, ironers, curtain stretchers, West Coast Laundry Machinery Co.  
**WESTERN**, deep well turbine pumps, deep well turbine pressure systems, Western Pump Co., Ltd.  
**WESTERN**, laundry washers, extractors, drycleaning washers, Western Laundry Machinery Co.  
**WESTINGHOUSE**, air compressors, Westinghouse Air Brake Co., Industrial Products Div.  
**WESTINGHOUSE**, lamps, Westinghouse Electric Corp.  
**WESTON**, instruments, Weston Electric Instrument Corp.  
**WESTTAC**, soap builder, West Side Corp.  
**WESTVAC**, chlorinated solvent (synthetic), Westvaco Chemical Div., Food Machinery & Chemical Corp.  
**WET-AGE**, wet spotter, G. & C. Chemical Co.  
**WETAWAY**, water repellent, Carman & Co., Inc.  
**WET-CLEAN-EZE**, wetcleaning soap, Raychem Products Co.  
**WETKLENE**, liquid wetcleaning soap, Allen & Vickers, Inc.  
**WET-O-BRI**, paint remover, Merson Products Co.  
**WETSPOT**, wetting agent, Jacques Wolf & Co., Inc.  
**WETSPOT**, wet spotter, Adco, Inc.  
**WETSTN**, synthetic detergent, E. F. Drew & Co., Inc.  
**WETSPOTTER**, paint, oil and grease remover, Riverside Mfg. Co.  
**WHALEBONE**, leather and waterproof leather protectors, Charles Leather Belting Co.  
**WHEATEX**, combination starch, Harco Milling Co.



WHEAT-J-CORN, combination starch, Keweenaw Starch Co.

WHEEL, starch, A. E. Bailey Mfg. Co.

WHEEL-KEY, hand truck, Rapids-Standard Co., Inc.

WHIRL-SORTY, sorting reel, Franklin Mfg. Co.

WHIRLWIND, extruder, Fletcher Works, Inc.

WHITE, steam puff jeans, clothes cart, clothes rack, spitting boards, industrial trucks, White Machine Co., Inc.

WHITE CAP, drycleaning soap, Midland Color & Chemical Co.

WHITE CAP, laundry blue, Beach Soap Co.

WHITEHOUSE, nylon cover cloth, Remel, press covers, sewing thread, Suberack ironer cord and tape, Whitehouse Products, Inc.

WHITE HOUSE, wheat starch, Huron Milling Co.

WHITEHOUSE BLUE STREAK, nylon acts, Whitehouse Products, Inc.

WHITEHOUSE BAK RIB, nylon nets, Whitehouse Products, Inc.

WHITENT, fluorescent dye addition to soaps, Carlow Chemical Co., Inc.

WHITE LABEL, medium-ther neutral soap, Beach Soap Co.

WHITE RIBBON, yellow soap chips and powder, Swift & Co., Inc.

WHITE STAR, drycleaning paste soap, R. R. Street & Co., Inc.

WHITLOCK, probacter, Whitlock Mfg. Co.

WHITTON SYSTEM, boiler return system, Healy-Ruff Co.

WILLIAMS, laundry and drycleaning machinery, Williams Laundry Machinery Co., Inc.

WILLIAMS & DAVIS, boilers, condensation return systems, return coils, boiler feed water systems, Williams & Davis Boiler & Welding Co., Inc.

WILLIS-MILCO, rug beater, A. O. Miller Co.

WINDO, reduced storage bag, Lonsdale Bag Co.

WING CLAMP, collar support, Para-Lux Products Co.

WING-CARDS, hanger shields, Para-Lux Products Co.

WING-LOCK, collar support, Para-Lux Products Co.

WING-BOLL, collar support, Para-Lux Products Co.

WINKLER, starcher, U. S. Machine Corp.

WIZARD, laundry net, Southern Mills, Inc.

WOLF, electric cloth cutters, fabric drills, Wolf Machine Co.

WOLVERINE, synthetic drycleaning machine, Wolverine Sales Co.

WONDER WORKER, sewing machine, U. S. Blind Stitch Machine Corp.

WONDERBESS, flatwork ironer pads, Southern Mills, Inc.

WOOL soap, Swift & Co.

WORKHORSE, rug scrubber, Certified Chemical & Equipment Co.

WORK SAVERS, drycleaning truck, Time Savers, Inc.

WRAP-O-MATIC, automatic paper cutting and wrapping machine, Rosenthal Mfg. Co.

WULFRAE, wool press cloth and surface cloth, nylon and wool press and surface cloth, Arma Textile Mfg. Co.

WYANDOTTE, detergent, soda, floor wax, Wyandotte Chemicals Corp.

WITTEN, soap builder, Turin Products, Inc.

WITTING, stripper, Koshin Chemical Co.

## X

X-L, built synthetic detergent, Armour & Co.

X-RING, indelible ink (no heat), Applegate Chemical Co.

X-PANDO, collar supports, Time Savers, Inc.

XTRA, nylon press cloth, X. S. Smith, Inc.

## Y

YA-DE, mothproof, Cronland Mfg. Co., Inc.

YARMOR, pine oil, Hercules Powder Co.

YARWAY GUN PAK, expansion joints, Yarnall-Waring Co.

YARWAY HI-LO ALARM, water columns, Yarnall-Waring Co.

YARWAY HI-LO GRAPH, liquid level recorder, Yarnall-Waring Co.

YARWAY IMPULSE, steam traps, Yarnall-Waring Co.

YARWAY INVOLUTE, spray nozzles, Yarnall-Waring Co.

YARWAY SEATLESS, blow-off valves, Yarnall-Waring Co.

YARWAY SECURE INCLINED, water gauges, Yarnall-Waring Co.

YELLOWCO, liquid dye reducing agent, A. L. Wilcox Chemical Co.

YELLOW REMOVER, dye stripper, Pink & Co.

YELLOW SPECIFIC NO. 13, liquid stripper, Carman & Co., Inc.

YELO-LIQUID COLD STRIPPER, stain remover and stripper, H. Kohnstamm & Co., Inc.

YORK-HEAT, burners, generators, York-Shipley, Inc.

## Z

Z-P, drycleaning soaps, Caled Products Co., Inc.

Z-AIR, drycleaning press, Prosperity Co., Inc.

ZANZIBAR-CARBON, blues, curtain colors, indelible ink, indelible ink eraser and thinner, B. Heller & Co.

ZARMITE, foot-power laundry presses, American Laundry Machinery Co.

ZARMO, foot-power laundry presses, American Laundry Machinery Co.

ZARMOETTE, air-driven laundry press, American Laundry Machinery Co.

ZETONE, paint remover, Riverside Mfg. Co.

ZELCO, press and trouser pads, padding, press covers, Nathan Zellermayer & Co.

ZELON, durable water repellent, E. I. du Pont de Nemours & Co., Inc.

ZELTEX, press and trouser pads, padding, press covers, Nathan Zellermayer & Co.

ZENITH, extractors, shears, washboards, Billingsley Machinery Co.

ZEPHYR, extractor, inner, washer, Zephyr Laundry Machinery Co.

ZERO, combination water softener and iron remover, neutralizers, Zero Water Softener Mfg. Co.

ZEROSOFT, water softener, iron remover, filter, needles, Zero Water Softener Mfg. Co.

ZIG-ZAG, heat exchangers, David Stout & Sons

ZIP, Colson curtain finisher, Hopkins Equipment Co.

ZIP, go-back conveyor, Time Savers, Inc.

ZIPON, leather finish, Keystone Aniline & Chemical Co., Inc.

ZIPPO, wetcleaning detergent, Benda Products, Inc.

ZIP-R-FIX, tool kit for repairing zippers, Marx Tool Co.

ZIP STR, ink remover, Keystone Aniline & Chemical Co., Inc.

ZOL, synthetic dry cleaning solvent, Stauffer Chemical Co.

ZOLVIT, paint, oil and grease remover, Riverside Mfg. Co.

ZONE-AIR, leather reconditioning unit, American Laundry Machinery Co.

ZONE-AIR, laundry or drycleaning drying tumblers, American Laundry Machinery Co.

ZONEEX, chloroform substitute, Package Chemical Co., Inc.

ZORIC, garment cleaning system, American Laundry Machinery Co.

Z-RAY, drycleaning detergent, Delan Co.

ZUDS, penetrant, Caled Products Co., Inc.

ZURON, petroleum solvent drycleaning unit, American Laundry Machinery Co.

ZYME, enzymic desizing and cleaning compound, Carman & Co., Inc.

ZYMO, enzymic spot remover, Keystone Aniline & Chemical Co., Inc.



# Manufacturers

**equipment and supply producers  
listed alphabetically  
with their mailing addresses**

## A

A. A. A. Weaving Service, 1182 Madison Ave., New York 28, N. Y.  
AA Laundry & Cleaning Machinery Co., 508 Christopher St., Brooklyn 12, N. Y.  
A. A. Laundry Machinery Co., 1110-12 S. Kedzie Ave., Chicago 12, Ill.  
A. G. S. Co., Muskegon, Mich.  
Academy Hanger Co., Inc., 177 E. 121st St., New York 93, N. Y.  
Academy Paper Box Co., 3034 Park Ave., New York 56, N. Y.  
Ace Cabinet Corp., Belleville Ave., New Bedford, Mass.  
Ace Fastener Corp., 8415 N. Ashland Ave., Chicago 18, Ill.  
Ace Hosiery & Rubber Co., 761 W. Van Buren St., Chicago 7, Ill.  
Acker Organization, Inc., 8167 Fulton Rd., Cleveland 9, Ohio  
Acme Dye House, Inc., 7806 Carnegie Ave., Cleveland 3, Ohio  
Acme Hosiery Supply Co., 104-106 Bleeker St., New York 13, N. Y.  
Acme Industrial Compounds Corp., 823 S. Goodman, Rochester 7, N. Y.  
Acme Soap Co., 251 Third St., Cambridge 42, Mass.  
Adams Weaving Co., 1123 Republic Bldg., Chicago 4, Ill.  
Adco, Inc., 900-928 W. Main St., Sedalia, Mo.  
Addressograph-Multigraph Corp., 1200 Rabbit Rd., Cleveland 17, Ohio  
Adell Chemical Co., 176 Race St., Holyoke, Mass.  
Aerovest Fan Co., 700 E. Ash St., Parma, Ohio  
Alert Engineering Products, 315 W. Woodbridge St., Detroit 26, Mich.  
Airtone Mfg. Co., 4549-52 Gravois Ave., St. Louis 16, Mo.  
Allbright Mfg. Co., 27 Hayward St., Cambridge 42, Mass.  
Allgheny-Ludlum Steel Corp., Oliver Bldg., Pittsburgh 22, Pa.  
Allen, R. C., Bufiles Machines, Inc., 678 First St., N. W., Grand Rapids, Mich.  
Allen & Vickers, Inc., 495 Glen Iris Dr., N. E., Atlanta 5, Ga.  
Allied Equipment Co., 7871 Rogers Ave., Chicago 26, Ill.  
Allied Laundry Machinery Corp., 250 Wythe Ave., Brooklyn, N. Y.  
Allied Printing & Stationery Co., Inc., 370 Lafayette St., New York 12, N. Y.  
All-in-One Mfg. & Supply Co., 1408 Cook St., Houston 6, Texas  
Allo-Chalussy Mfg. Co., 1128 S. 70th St., Milwaukee 1, Wis.  
Alma, Louis Co., 427 E. Stewart St., Milwaukee 7, Wis.  
Almore Dye House, 4414-4424 Wentworth Ave., Chicago 9, Ill.  
Almore Chemical Co., 180 Mill St., P.O. Box 1294, Providence, R. I.  
Aluminum Co. of America, 640 Gulf Bldg., Pittsburgh 19, Pa.  
Ambler Mfg. Co., 607 S. Union Ave., Los Angeles 14, Cal.  
Amber Weaving Service, 611 Main St., Buffalo 3, N. Y.  
American Air Compressor Corp., 49th & Dell Ave., North Bergen, N. J.  
American Aniline Products, Inc., 820 S. Clinton St., Chicago 7, Ill.  
American Associated N. E., Atlanta 1, Ga.  
American Brake Shoe Co., Kellogg Div., Rochester 9, N. Y.  
American Brass Co., American Metal Hose Branch, 808 S. Main St., Watertown 20, Conn.  
American Coal Burner Co., 18 E. Erie St., Chicago 11, Ill.  
American Coat Hanger Mfg. & Specialty Co., 2017-21 W. Jefferson Blvd., Los Angeles 16, Cal.  
American Colloid Co., 363 W. Superior St., Chicago 10, Ill.  
American Cooler Corp., Box 2500, Jacksonville 3, Fla.

American District Steam Co., 70 Bryant St., North Tonawanda, N. Y.  
American Dyeing & Cleaning Co., 4110 Worth St., Dallas 1, Texas  
American Electrical Heater Co., 6110 Cass Ave., Detroit 2, Mich.  
American Engineering Co., Aramingo Ave. & Cumberland St., Philadelphia 23, Pa.  
American Felt Co., Glenville, Conn.  
American Hair & Felt Co., 1828 Marchandise Mart, Chicago 54, Ill.  
American Hatters Supplies, Inc., 543 S. Dearborn, Chicago 11, Ill.  
American Heat Corp., 80 Boylston St., Boston 10, Mass.  
American Institute of Laundering, Joliet, Ill.  
American K.A.T. Corp., 331 Madison Ave., New York 17, N. Y.  
American-La France-Foamite Corp., 100 E. La France St., Elmdale, Ill.  
American Laundry Machinery Co., Norwood Station, Cincinnati 13, Ohio  
American Mineral Spirits Co., 230 N. Michigan Ave., Chicago 11, Ill.  
American Mfg. Co., 13107 Athens Ave., Cleveland 7, Ohio  
American Mordanting Machine Co., Atlantic & Sixth Sts., Mo.  
American Mordanting Machine Co., Atlantic & Shepherd Aves., Brooklyn 8, N. Y.  
American Freshboard Co., 110 W. 50th St., New York 1, N. Y.  
American Sterilizer Co., 1250 Plum, Erie, Pa.  
American Telephone & Telegraph Co., 195 Broadway, New York 7, N. Y.  
American Textile Weaving Co., 5 N. Walsh, Chicago 11, Ill.  
American Wire Fum Co., 265 Grant Ave., Jersey City 5, N. J.  
American Writing Ink Co., Inc., 15 Hathaway St., Boston, Mass.  
Ames Iron Works, Oswego, N. Y.  
Anderson, Glenn L., 3817 Buswell Rd., Cleveland 18, Ohio  
Anderson Box & Basket Co., Inc., Henderson, Ky.  
Anderson V. D. Co., 1935 W. 96th St., Cleveland 2, Ohio  
Anderson-Prichard Oil Corp., Apco Tower, Oklahoma City 3, Okla.  
Andrew Paper Box & Bag Corp., 845 Gates Ave., Brooklyn 23, N. Y.  
Andrew Technical Service, 11 E. Delaware Pl., Chicago 11, Ill.  
Angelina Uniform Co., 1410-29 (Rive St., St. Louis 8, Mo.  
Angle Steel Stud Co., 440 Water St., Plainwell, Mich.  
Ansol Chemical Co., Marietta, Wisc.  
Anthony Co., 47-53 Fifth St., Long Island City 1, N. Y.  
Aper Chemical Co., Inc., 225 W. 54th St., New York 1, N. Y.  
Applegate Chemical Co., 5650-52 Harper Ave., Chicago 27, Ill.  
Aqua-Seal Corp., 1450 Broadway, New York 18, N. Y.  
Arabid Mfg. Co., 110 E. 41st St., New York 17, N. Y.  
Arnold Laboratories, 1900 E. 65th St., Los Angeles 1, Cal.  
Armour & Co., 1355 W. 51st St., Chicago 9, Ill.  
Arroyo Fastener Mfg. Co., 51 Madison Ave., New York 10, N. Y.  
Armstrong Machinery Co., 581 Peachtree, N. E., Atlanta 3, Ga.  
Armstrong Machine Works, 917 Maple St., Three Rivers, Mich.  
Arnold-Hoffman & Co., Inc., 55 Canal St., Providence, R. I.  
Arsonet, Inc., P. O. Box 269, Dobbs Ferry, N. Y.  
Arroyo Fastener Co., Inc., 50-58 Mauser St., Brooklyn 6, N. Y.  
Arrow Mfg. Co., Inc., 2924 Terrace St., Kansas City 8, Mo.  
Arrow Tank Co., Inc., 16 Barnett St., Buffalo 15, N. Y.  
Ashdon Valve Co., 161 First St., Cambridge 39, Mass.  
Ashebin Victor, Inc., 150 W. 90th St., New York 1, N. Y.

Associated Coff Diapers Co., 4747 N. Damen Ave., Chicago 23, Ill.  
Atlanta Brush Co., Box 1358, Atlanta 1, Ga.  
Atlantic Paper Co., Marietta Ave., Atlanta, Ga.  
Atlantic Staircase Co., 10 Hudson Pl., Hoboken, N. J.  
Atlas Body Co., 4150 E. Thompson St., Philadelphia 37, Pa.  
Atlas Powder Co., Dares Dept., 60 E. 42nd St., New York 17, N. Y.  
Atlas Powder Co., Industrial Chemicals Div., Wilmington 99, Del.  
Atlas Powder Co., Revellite Sales Div., Stamford, Conn.  
Atlas Steel Products, Inc., 1160 Chino Ave., El Monte, Cal.  
Attagelger Clay Co., 210 W. Washington Sq., Philadelphia, Pa.  
Aurum Mfg. Co., 273 Tompkins Ave., Brooklyn 16, N. Y.  
Autographic Register Co., Seventh & Park, Hoboken, N. J.  
Automatic Paper Box Corp., 1011-25 S. California Ave., Chicago 11, Ill.  
Automatic (Suzanne) Steam Products Corp., 140 W. 51st St., New York, N. Y.  
Automatic Temperature Control Co., Inc., Philadelphia 44, Pa.  
Automobile Insurance Co., 151 Farmington Ave., Hartford, Conn.  
Ayr-Mac Machinery Co., Inc., 6346 N. Sheridan Rd., Chicago 26, Ill.

## B

B & C Engineering Co., 2708 Chestnut St., Toledo, Ohio  
B. & G. Machinery Co., 2432 Southeastern Ave., Indianapolis 1, Ind.  
Becker Laundry Machine Co., 29 Calumet St., Newark 3, N. J.  
Behrman Co., 1091 S. Marshall St., Winston-Salem, N. C.  
Beltley Motor Co., 1050 Ivanhoe Rd., Cleveland 10, Ohio  
Baker, Fredrick & Co., 838 W. Kalamazoo Ave., Kalamazoo 11, Mich.  
Baker, J. T., Chemical Co., N. Broad St., Phillipsburg, N. J.  
Baltimore Specialties Co., 419 W. Baltimore St., Baltimore 1, Md.  
Band Box Corp., 2501 Chouteau Ave., St. Louis 3, Mo.  
Barre Mfg. Co., 1801-15 Winnemac Ave., Chicago 48, Ill.  
Barrett Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.  
Bart, Stuart, Inc., 114 E. 32nd St., New York 16, N. Y.  
Bartlett Label Co., 2135 Portage St., Kalamazoo 20, Mich.  
Bastick Co., 38 Austin St., Bridgeport 3, Conn.  
Bauer, Samuel, & Sons, Inc., 143 W. 29th St., New York 1, N. Y.  
Beach Soap Co., 125 Lawrence St., Lawrence, Mass.  
Beaver Pipe Tools, Inc., 810 Dana, N. E., Warren, Ohio  
Bedstock, L., Co., 768 W. Van Buren St., Chicago 11, Ill.  
Beco Industrial Equipment Div., Inc., 50 Iowa Ave., Fairport, N. Y.  
Belding Basket Co., 1 High St., Belding, Mich.  
Belmont Packing & Rubber Co., Butler & Sepvina Sts., Philadelphia 37, Pa.  
Bemis Bros. Bag Co., 408 Pine St., St. Louis 8, Mo.  
Benda Products, Inc., 120 Potter St., Cambridge 42, Mass.  
Bendix Aviation Corp., Flexible Hose Div., U. S. Route 6, Teterboro, N. J.  
Bennell Mfg. Co., 2850 Atlantic Ave., Brooklyn 7, N. Y.  
Bergan Machine Tool Co., Inc., Reads Upst Springs Div., 189 Franklin Ave., Watley 10, N. J.

- Barger Damage Recovering Co., 666 Madison Ave., New York 21, N. Y.
- Barger Mfg. Div., Republic Steel Corp., 1008 Edison Ave., N. E., Canton 5, Ohio
- Barker Mfg. Co., 55 Blaine Ave., Marion, Ohio
- Barnick & Co., Inc., Cambridge City, Ind.
- Bauer Corp., 4055 Harlan St., Emeryville 8, Cal.
- Bauer Packaging, Inc., 255 Canal St., Shelton, Conn.
- Bender-Sandford Carpet Co., 156 Madison Ave., New York 16, N. Y.
- Biddwell Manufacturers, 515 E. Liberty St., Ann Arbor, Mich.
- Bilginsky Machinery Co., 4316-4404 Main St., Dallas, Texas
- Bimberg, Ben. & Co., Inc., 573 Broadway, New York 19, N. Y.
- Bisla Mfg. Co., 3114 Carroll Ave., Chicago 12, Ill.
- Bishop, Barry, Co., 103 E. 125th St., New York 35, N. Y.
- Bishop, G. H., Co., 618 S. Kolmar Ave., Chicago 24, Ill.
- Bishar Research, Inc., 58 S. 11th St., Brooklyn 11, N. Y.
- Blackmer Pump Co., 1869 Century Ave., S. W., Grand Rapids 5, Mich.
- Black Laundry Machine Co., Toledo Factories Bldg., Toledo 3, Ohio
- Bloom Chemical Corp., 18 W. 97th St., New York 16, N. Y.
- Bond Foundry & Machine Co., Madison, Va.
- Bond Street Bag & Paper Corp., 90 First St., Brooklyn 31, N. Y.
- Bonnie Bros. Fur Machinery Corp., 512 Seventh Ave., New York 1, N. Y.
- Booth, Inc., Wrentham, R. I.
- Bootham Clip & Tag Co., 178 Atlantic Ave., Boston 10, Mass.
- Boothright-Batterson Co., 515-23 N. 12th St., Philadelphia 7, Pa.
- Boothright Laboratories, 706 Boothright Ave., Bridgeport 5, Conn.
- Bowyer, Inc., 1312 E. Creighton Ave., Fort Wayne 4, Ind.
- Bozwick, A. N., 424 Madison Ave., New York 17, N. Y.
- Bundy Converter Corp., 20 W. Jackson Blvd., Chicago 4, Ill.
- Broady Engineering Corp., 5003 N. Cumberland Blvd., Milwaukee 11, Wis.
- Brown Co., Plainville, Wis.
- Brower Engineering Service, 509 N. Fourth Ave., Oregon 1, Ill.
- Brewer Electric Mfg. Co., 3100 N. Ravenwood Ave., Chicago 40, Ill.
- Bridgeport Brass Co., 30 Grand St., Bridgeport 2, Conn.
- Brillo Mfg. Co., Inc., 60 John St., Brooklyn 1, N. Y.
- Bristol Co., Waterbury 91, Conn.
- Brownell C. L., 450 N. Findlay St., Dayton 1, Ohio
- Brown Instrument Co., Div. Minneapolis Honeywell Regulator Co., Wayne & Roberts Ave., Philadelphia 44, Pa.
- Browner & Zander, 8211 N. Bay Ridge Ave., Milwaukee, Wis.
- Brunner Mfg. Co., 1831 Broad St., Utica 1, N. Y.
- Brunt Mfg. Co., 64 S. Division St., Buffalo 3, N. Y.
- Bryan Steam Corp., State Road 10, Peru, Ind.
- Buda Co., 154th & Commercial Ave., Harvey, Ill.
- Buffalo Meter Co., 2917 Main St., Buffalo 14, N. Y.
- Bu H. Co., 7605 Vincennes Ave., Chicago 20, Ill.
- Burcott Mills, 616 W. Fulton St., Chicago 6, Ill.
- Burgess-Berliner Associates, 214 S. First St., St. Charles, Ill.
- Burkette Specialties Co., 14019 Wyoming Ave., Detroit 4, Mich.
- Burroughs Adding Machine Co., Detroit 32, Mich.
- Burnard, B. D., & Son, 305 E. Fifth Ave., Albany, Ore.
- Butler Engineering Co., 928 Magazine St., New Orleans, La.
- Butler Mfg. Co., 7452 E. 13th St., Kansas City 3, Mo.
- C**
- C & H Electric Co., 436 W. Juneeau Ave., Milwaukee 8, Wis.
- C. O. D. Cleaning & Dyeing Co., Deavenport, Iowa
- Calcraft, W. E., Co., 2050 Brook St., Louisville, Ky.
- Caled Products Co., Inc., 4200 Bladenburg Blvd., Brentwood, Md.
- Calgon, Inc., Hagan Bldg., 325 Fourth Ave., Pittsburgh 30, Pa.
- California Laundry Equipment Co., 2221 Union St., Oakland, Cal.
- Callaway Mills, Inc., 295 Fifth Ave., New York 16, N. Y.
- Cambridge Instrument Co., Inc., 3192 Grand Central Terminal, New York, N. Y.
- Campbell Box & Tag Co., Main & Sample Sts., South Bend, Ind.
- Campbell, J. A., Co., 645 E. Wardlaw Rd., Long Beach 7, Cal.
- Canton Stoker Corp., 1600 Andrew Pl., S.W., Canton 1, Ohio
- Capers Specialty Co., P. O. Box 957, Hartford 1, Conn.
- Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp., 30 E. 42nd St., New York 17, N. Y.
- Carver, Phil, Mfg. Co., Cincinnati 15, Ohio
- Carver, Earl C., Carey Bldg., Hutchinson, Kan.
- Carroll, Chas. W., Son, Cole St. & Reading R. R., Trenton 4, N. J.
- Carroll Chemical Co., Inc., 51 Commerce St., New York 14, N. Y.
- Carnan & Co., Inc., 70 Summit St., Brooklyn 31, N. Y.
- Carroll, Illinois Steel Corp., Carnegie Bldg., Pittsburgh 30, Pa.
- Carver Corp., Syracuse, N. Y.
- Carron Textile Co., Inc., 2401 S. Swanson St., Philadelphia 16, Pa.
- Carver's Ink Co., 239 First St., Cambridge 42, Mass.
- Carver Pump Co., Hershby & Green Sts., Muscatine, Iowa
- Cash, A. W., Co., P. O. Box 531, Decatur, Ill.
- Cash, J. & J., Inc., Chestnut St., South Norwalk, Conn.
- Caterpillar Tractor Co., 350 Fifth Ave., New York 16, N. Y.
- Cathens & Shuman, Inc., 1218 N. Capitol St., Washington 2, D. C.
- Central Brass Mfg. Co., 2950 E. 55th St., Cleveland 4, Ohio
- Central Dyeing Co., 1530 Dickson Ave., Scranton 9, Pa.
- Century Electric Co., 1808 Pine St., St. Louis 8, Mo.
- Certified Chemical & Equipment Co., 1472 E. 25th St., Cleveland 14, Ohio
- Chace, W. M., Co., 1806 Board Ave., Detroit 8, Mich.
- Challenge Marking Tag Co., 3917-21 W. Jefferson Blvd., Los Angeles 16, Cal.
- Chambers Extractor Co., 201 Embarcadero, San Francisco 11, Cal.
- Chandler Machine Co., West St., Ayer, Mass.
- Chandler Sales & Service Co., 345 Seventh Ave., New York 1, N. Y.
- Charlotte Leather Belting Co., 314-B E. Sixth St., Charlotte 1, N. C.
- Chase Brass & Copper Co., 236 Grand St., Waterbury 91, Conn.
- Chattillon, John, & Sons, 83 Cliff St., New York 7, N. Y.
- Checking System Co., 515 S. Walker St., Columbus 5, Ohio
- Chick Products, Inc., 51 Nassau Pl., East Orange, N. J.
- Chelco Fan & Blower Co., 1206 Grove St., Irvington 11, N. J.
- Chevin, Samuel Co., Inc., 2721 N. Halsted St., Chicago 4, Ill.
- Chevrolet Motor Div., General Motors Corp., Detroit 2, Mich.
- Chicago Automatic Stoker Co., 14 N. Clinton St., Chicago 6, Ill.
- Chicago Dryer Co., 2210 N. Pulaski Rd., Chicago 35, Ill.
- Chicago Metal Hose Corp., 1315 S. Third Ave., Maywood, Ill.
- Chicago Pearl Button Co., 216 W. Jackson Blvd., Chicago 6, Ill.
- Chicago Pump Co., 2300 Wolfram St., Chicago 16, Ill.
- Chief Mfg. Co., Inc., 806 Beecher St., Indianapolis 7, Ind.
- Chisholm-Moore Hosiery Corp., Fremont Ave., Tonawanda, N. Y.
- Christman, E. L., Co., Inc., 8255 Compton Ave., Los Angeles 1, Cal.
- Chrysler Corp., Airtemp Div., 1119 Leo St., Dayton, Ohio
- Chrysler Corp., Amplex Div., 6501 Harper Ave., Detroit 31, Mich.
- Cider Corp., 85 Franklin St., Jersey City 7, N. J.
- Circle Flashing & Pattern Co., Ltd., 265 W. 40th St., New York 18, N. Y.
- Cissell, W. M. Mfg. Co., Inc., P. O. Box 1143, 831 S. First St., Louisville 1, Ky.
- Clegg, Sidney A., 12-21 80th Ave., Long Island City 3, N. Y.
- Clayton Fan Co., North & Furter Sts., Kalamazoo 16, Mich.
- Clark Mfg. Co., 1830 E. 36th St., Cleveland 14, Ohio
- Clayton Mfg. Co., P. O. Box 550, El Monte, Cal.
- Cleaners Hanger Co., 6517 Grand River Ave., Detroit 8, Mich.
- Cleaners Sales & Equipment Corp., 201 Washington St., New York 7, N. Y.
- Cleaners Specialist Supplies Co., 6615 N. Fairfield Ave., Chicago 45, Ill.
- Cleaver-Brooks Co., 358 E. Keefe Ave., Milwaukee 12, Wis.
- Cleveland Garment Hanger Co., 8205 Madison Ave., Cleveland 2, Ohio
- Cleveland Rug Cleaning Machinery Co., 5618 Hamlet Ave., Cleveland 4, Ohio
- Clinton Wash, Inc., Clinton, Iowa
- Clinton Products Co., Clinton 7, Mich.
- Clippert Belt Lacer Co., 974 Front Ave., N.W., Grand Rapids 2, Mich.
- Clopay Corp., Clopay Sq., Cincinnati 14, Ohio
- Clover Chemical Co., 850 42nd Ave., Oakland 1, Cal.
- Cloves Electric Mfg. Co., 3610 First Ave., Seattle 4, Wash.
- Cochrane Corp., 3101 N. 17th St., Philadelphia 32, Pa.
- Coe Mfg. Co., Bank St., Fairview, Ohio
- Coffman Mfg. Corp., 531 Milwaukee Ave., Chicago 22, Ill.
- Cohen, Abe, & Son, 1721 Ft. Myer Dr., Arlington, Va.
- Coleman-Fulmer-Piet Co., 105 Hudson St., Jersey City 2, N. J.
- Collar Smooth Sales Co., 232 Madison Ave., New York 16, N. Y.
- Colossal Rubber Co., Ravenna, Ohio
- Colorado Tent & Awning Co., 1642 Lawrence St., Denver 3, Colo.
- Colson Corp., Cedar St., Elyria, Ohio
- Colonia Appliances Corp., 8-16 43rd Ave., Long Island City 1, N. Y.
- Columbia Boiler Co., Pottstown, Pa.
- Columbia Laundry Machinery Co., 1315-1319 Truman Rd., Kansas City 6, Mo.
- Columbia Sewing Machine Corp., 129-131 W. 22nd St., New York 3, N. Y.
- Combustion Control Corp., 77 Broadway, Cambridge 42, Mass.
- Combustion Engineering Co., Inc., 200 Madison Ave., New York, N. Y.
- Comer Co., 308 Ivy St., N. E., Atlanta 1, Ga.
- Commercial Dye Works, 14 Roswell St., Rosbury 19, Mass.
- Commercial Investment Trust, Inc., 1 Park Ave., New York 16, N. Y.
- Commercial Tag Co., 187 Vanderbilt Ave., Brooklyn 5, N. Y.
- Conroe Engineering Works, Div. H. D. Conkey & Co., 1900 Orange St., Mendota, Ill.
- Concord Chemical Co., Moorestown, N. J.
- Continental Car-Na-Var Corp., Box 344, Brazil, Ind.
- Conti Machinery Sales Co., 1831 Clarence, Dallas 4, Texas
- Cook's, Adam, Sons, Inc., 5 N. Stiles St., Linden, N. J.
- Coolidge, John E., Co., 1722 W. Santa Barbara Blvd., Los Angeles 37, Cal.
- Cooper-Bessmer Corp., Mt. Vernon, Ohio
- Cooper, H. F., Co., 306-10 S. Green St., Chicago 7, Ill.
- Cooper, T. G., & Co., Inc., Cedar & Venango Sts., Philadelphia 6, Pa.
- Cornell Belting Co., 440 N. Wells St., Chicago 10, Ill.
- C-O-Two, U. S. Highway No. 3, Newark 1, N. J.
- Cowles Chemical Co., 7016 Euclid Ave., Cleveland 3, Ohio
- Cramer, R. W., & Co., Inc., Centerbrook, Conn.
- Cranco Co., 836 S. Michigan Ave., Chicago 5, Ill.
- Cravenette Co., 729 Madison St., Hoboken, N. J.
- Crescent Belt Fastener Co., 247 Park Ave., New York 17, N. Y.
- Creswell Co., 360 E. Grand Ave., Chicago 11, Ill.
- Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works, Amper, N. J.
- Crosby Steam Gauge & Valve Co., 10 Roland St., Boston 23, Mass.
- Cronland Mfg. Co., Inc., 2294 Albion St., Toledo 6, Ohio
- Crown Mfg. Co., 1025 N. Sixth St., St. Louis 1, Mo.
- Crystallite Co., Inc., 283 McKinley Ave., East Orange, N. J.
- Culigan Zeolite Co., 1810 Sherman Ave., Northbrook, Ill.
- Cummins-Landon Laundry Machinery Co., Inc., 305 Ten Eyck St., Brooklyn 6, N. Y.
- Cuno Engineering Corp., 80 S. Vine St., Meriden, Conn.
- Cunneen, J. W., Co., 2615 Cummins St., Cincinnati 25, Ohio
- Custom Engineering Co., 3138 W. Slauson Ave., Los Angeles 43, Cal.
- Cutler-Hammer, Inc., 315 N. 12th St., Milwaukee 1, Wis.
- Cytheron Corp., 157 E. First St., Orrengo, N. Y.
- D**
- Dahlberg Machinery Co., 918-26 E. Superior St., Duluth, Minn.
- Daniels, C. R., Inc., Daniels, Md.
- Darbo "Sales Thought a Day" Co., 2659 Shelby St., Indianapolis 5, Ind.
- Darrell Corp., Ltd., 9517 E. 11th St., Long Beach 4, Cal.
- Davies-Young Soap Co., Box 995, Dayton 1, Ohio
- Davis Emergency Equipment Co., Inc., 45 Hallock St., Newark 4, N. J.
- Davis Engineering Corp., 1064 E. Grand St., Elizabeth 4, N. J.
- Davis Mfg. Co., 7053 S. South Chicago, Chicago 37, Ill.
- Davis, K. H. Mfg. Corp., 2415 E. 23rd St., Los Angeles 11, Cal.
- Davis Regulator Co., 2663 W. 25th Pl., Chicago 8, Ill.
- Davis Specialties, 618 S. Kolmar Ave., Chicago 24, Ill.
- Davis-Well Mfg. Co., Inc., 931 S. Front St., Memphis 3, Tenn.
- Dean Hill Pump Co., 4000 E. 16th St., Indianapolis 7, Ind.
- DeBothezat Fans Div., American Machine & Metals, Inc., East Moline, Ill.

Deaton Pump Co., 3750 Nelson Pk. Rd., Decatur 70, Ill.  
 Deep Rock Oil Corp., 135 N. Clark St., Chicago 80, Ill.  
 Delimeter Instrument & Regulator Co., 815 Clark Ave., St. Louis 2, Mo.  
 Dejar Electric Works, 124 Blocher St., New York 15, N. Y.  
 Deane Co., 421 E. Fourth South St., Salt Lake City 2, Utah  
 De Laval Steam Turbine Co., 853 Nottingham Way, Trenton 3, N. J.  
 DeLay School of Spelling Instructions, 3029 Fairfield Ave., Cincinnati 6, Ohio  
 Denning Co., Salem, Ohio  
 Denison Mfg. Co., 300 Howard St., Framingham, Mass.  
 D'Eote Div., American Chain & Cable Co., Inc., Tulpehocken St., Reading, Pa.  
 Detelsa Scales, Inc., 540 Park Ave., Brooklyn 5, N. Y.  
 Deten Watchlock Corp., 78 Varick St., New York 13, N. Y.  
 Detron Corp., Box 501, Detroit 32, Mich.  
 Detroit Belt Lacer Co., 3051 A St., Detroit 16, Mich.  
 Detroit Stoker Co., General Motors Bldg., Detroit, Mich.  
 Devere Co., 2060-2012 Clark St., Racine, Wis.  
 DeVilbiss Co., 409 Phillips Ave., Toledo 1, Ohio  
 Devos & Raynolds Co., Inc., 44th St. & First Ave., New York, N. Y.  
 Diamond Alkali Co., 300 Union Commerce Bldg., Cleveland 14, Ohio  
 Diamond Chain Co., Inc., 402 Kentucky Ave., Dept. 443, Indianapolis 7, Ind.  
 Diamond Metal Products Co., 406 Market St., St. Louis 2, Mo.  
 Diamond T Motor Co., 4401 W. 26th St., Chicago 23, Ill.  
 Decalite Div., Great Lakes Carbon Corp., 15 E. 46th St., New York 17, N. Y.  
 Diehl Mfg. Co., Electrical Div., Singer Mfg. Co., 1136 Funderue Ave., Somerville, N. J.  
 Diem & Wing Paper Co., Gilbert Ave., Viaduct, Cincinnati 2, Ohio  
 Divo Corp., 23000 Hower Rd., P. O. Box 3507, Park Grove Station, Detroit 5, Mich.  
 Divo Co., 225 River Rd., Garfield, N. J.  
 Dixon Boiler Works, 1625 Naud St., Los Angeles, Cal.  
 Doctor Boiler, Inc., 4316 Main St., Dallas, Texas  
 Dodge Div., Chrysler Corp., 7900 Jos. Campau Ave., Detroit, Mich.  
 Down Bros., Inc., 30 Shelter Rock Rd., Danbury, Conn.  
 Dover Stamping Co., 80 Federal St., Boston 10, Mass.  
 Dow Chemical Co., Midland, Mich.  
 Dwyer Corp., 300 Penn Ave., Pittsburgh 22, Pa.  
 Dwyer Mfg. Div., Dwyer Industries, Inc., 41 Fisher Ave., Bradford, Pa.  
 Drew, E. F. & Co., Inc., 15 E. 26th St., New York 10, N. Y.  
 Drivo Industrial Corp., 29 Broadway, New York 6, N. Y.  
 Drisel Co., 251 Causeway St., Boston 14, Mass.  
 Dryer Corp., 635 S. Kolmar Ave., Chicago 24, Ill.  
 Dunsenway, H. D. Co., 514 E. Ontario Ave., W. Atlanta, Ga.  
 Du Pont de Nemours, E. I. & Co., Inc., Wilmington 36, Del.  
 Durable Fibre Sample Case Co., 207 Wooster St., New York 12, N. Y.  
 Durant Mfg. Co., 1950 A. N. Buffum St., Milwaukee 11, Wis.  
 Dyer, F. W. Mfg. Co., 317 S. Western Ave., Chicago, Ill.  
 Dytek Chemical Co., 140 India St., Providence 3, R. I.

## E

Eagle Belting & Leather Co., 1401 Central Parkway, Cincinnati 14, Ohio  
 Eastern Cyclone Conveyor System, Inc., 876 Van Houten Ave., Clifton, N. J.  
 Eaton Chemical & Dyestuff Co., 1490 Franklin St., Detroit 7, Mich.  
 Elbow Mfg. Co., 401 W. Town St., Columbus, Ohio  
 Ebert-Richmond Co., 306-08 W. 29th St., New York 1, N. Y.  
 Eclipse Fuel Engineering Co., 801 S. Main St., Rockford, Ill.  
 Eclipse Pioneer Div., Bendix Aviation Corp., Teterboro, N. J.  
 Economy Hanger Machine & Equipment Co., 4324 N. 37th Ave., San Diego 5, Cal.  
 Economy Specialty Co., 446 Second St., Jersey City 2, N. J.  
 Econo-Pak Register Co., 1337 E. 27th St., Kansas City 8, Mo.  
 Edwards, Vincent, 342 Madison Ave., New York 17, N. Y.  
 Edward Valves, Inc., Subsidiary Rockwell Mfg. Co., 1200 W. 145th St., East Chicago, Ind.  
 Egan Cotton Mills, 866 Murphy Ave., S.W., Atlanta 4, Ga.  
 Egr Registry Co., 429 E. Monument Ave., Dayton 2, Ohio  
 Electric Auto-Lite Co., Instrument & Gauge Div., Champlain St., Toledo 1, Ohio

Electric City Dyeing Co., 509 Glenn St., Scranton, Pa.  
 Electric Storage Battery Co., Allegheny Ave. & 15th St., Philadelphia 32, Pa.  
 Electro Chemical Engineering Co., Inc., P. O. Box 27, Brown Station, St. Louis 7, Mo.  
 Electro Lift, Inc., 30 Church St., New York 7, N. Y.  
 Elmas Softener Corp., 150 N. Grove Ave., Elgin, Ill.  
 Elliott Co., Jeannette, Pa.  
 Ellis Deir Co., 2444 N. Crawford Ave., Chicago 39, Ill.  
 Emery Industries, Inc., 4900 Carew Tower, Cincinnati 2, Ohio  
 Empire Cleaning & Dyeing Works, 622 Hollenbeck St., Rochester 5, N. Y.  
 Equitable Paper Bag Co., Inc., 47-03 81st Pl., Long Island City 1, N. Y.  
 Erie City Iron Works, 1550 East Ave., Erie, Pa.  
 Erie Enameling Co., 1920 Woodrow St., Erie, Pa.  
 Ernst, F. F. Mfg. Co., 1112 St. Clair Ave., East St. Louis, Ill.  
 Eureka Button Co., 692 Broadway, New York 3, N. Y.  
 Everlasting Valve Co., 49 Park St., Jersey City 5, N. J.  
 Ewing, R. & Sons, Inc., Green Island, N. Y.  
 Excelsior Machine Co., 1452 Randolph St., Detroit 28, Mich.

## F

Fabric Laundry & Dry Cleaning Machinery Corp., 192 Banker St., Brooklyn 23, N. Y.  
 Fabricum Co., 8342 S. Prairie Ave., Chicago 10, Ill.  
 Fair Bearing Co., New Britain, Conn.  
 Fairbanks Co., 393 Lafayette St., New York 3, N. Y.  
 Fairbanks, Morse & Co., Fairbanks Morse Bldg., 600 S. Michigan Ave., Chicago 5, Ill.  
 Fairfield Laboratories, Plainfield, N. J.  
 Fastik Co., 1106 W. Erie St., Chicago 22, Ill.  
 Federal Motor Truck Co., 8780 Federal Ave., Detroit, Mich.  
 Federal Textile Corp., East & Water Sts., New Haven, Conn.  
 Fenton Label Co., 506-511 Race St., Philadelphia 17, Cal.  
 Filtral Corp., 727 W. Seventh St., Los Angeles 17, Cal.  
 Fischer & Porter Co., Harbor, Pa.  
 Fisher Dye Works, 1813 Emanuel St., Houston, Texas  
 Fiske Bros. Refining Co., Lubriplate Div., 129 Lockwood St., Newark 3, N. J.  
 Flash-Fast Dye, Louis Marks, Inc., 78 N. Summit St., Akron, Ohio  
 Fleischer Mills, Inc., 616 E. Fifth St., Cincinnati 12, Ohio  
 Fletcher Works, 221 Glenwood Ave., Philadelphia 40, Pa.  
 Flexible Steel Lacing Co., 4607 Lexington St., Chicago 44, Ill.  
 Flynn & Enrich Co., 301 Holiday St., Baltimore 2, Md.  
 Ford Motor Co., 3000 Schaeffer Rd., Dearborn, Mich.  
 Ford Tank Maintenance Co., Inc., 715 E. 180th St., New York 54, N. Y.  
 Fore Equipment Corp., 700 W. 14th St., Anderson, Ind.  
 Foster-Stephens, Inc., 510 S. Christians Ave., Chicago 24, Ill.  
 Foshens Co., 38 Negusset Ave., Foshens, Mass.  
 Frager-Sparks Co., 10 N. E. Third Ave., Miami, Fla.  
 Franklin Mfg. Co., 2615 E. Franklin Ave., Minneapolis 6, Minn.  
 Franklin Research Co., 5134 Lancaster Ave., Philadelphia 31, Pa.  
 Franklin Textile Mills, 120 Franklin St., Franklin Park, Mass.  
 Free-Bir-Pac, Inc., 878 Van Houten Ave., Clifton, N. J.  
 Fremont Rubber Co., 317 McPherson Highway, Fremont, Ohio  
 French Textile Co., 432 Ave. A., Rochester, N. Y.  
 Freiburg Bros.-Stevens, Inc., 419 Fourth Ave., New York 16, N. Y.  
 Frigidaire Div., General Motors Corp., 300 Taylor St., Dayton 1, Ohio  
 Fry Brothers Co., 1728-46 Dana Ave., Cincinnati 7, Ohio  
 Fry, E. B., & Son, Wilton, N. H.  
 Fullo Corp., 2358 N. Seeley Ave., Chicago 47, Ill.  
 Fumal Corp., 4965 Van Dam St., Long Island City 1, N. Y.  
 Furtex Rejuvenating Corp., 50 Crary Ave., Mt. Vernon, N. Y.

## G

G. & C. Chemical Co., 704 W. Broadway, Hopewell, Va.  
 GMC Truck & Coach Div., General Motors Corp., 660 South Blvd., E., Pontiac 11, Mich.  
 Gardner-Deaver Co., Garden Dr., Quincy, Ill.

Gardner Machinery Corp., N. Andrell Terrace & Seaboard Railway, Charlotte 1, N. C.  
 Garment Finishing Equipment Corp., P. O. Box 246, Sharon, Pa.  
 Garment Hanger Co., 2624 Ceresdine St., Los Angeles 11, Cal.  
 Garway Corp., 6483 N. Ravenswood Ave., Chicago 26, Ill.  
 Gates Rubber Co., 900 S. Broadway, Denver 17, Colo.  
 Geller, L. & Son, 950 Myrtle Ave., Brooklyn 6, N. Y.  
 General Aniline & Film Corp., Special Products Sales Div., 444 Madison Ave., New York 23, N. Y.  
 General Boiler Equipment Corp., 2651-53 Gravois St., St. Louis 18, Mo.  
 General Chemical Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.  
 General Cleaners Products Co., 410 N. Kedzie Ave., Chicago 12, Ill.  
 General Detroit Corp., 3273 E. Jefferson St., Detroit 7, Mich.  
 General Dyeing Co., 618 Durman St., Indianapolis 2, Ind.  
 General Dyestuff Corp., 435 Hudson St., New York 14, N. Y.  
 General Electric Co., 1 River Rd., Schenectady 5, N. Y.  
 General Electric Co., Air Conditioning Dept., 5 Lawrence St., Bloomfield, N. J.  
 General Electric Co., Lamp Dept., Nola Park, Cleveland, Ohio  
 General Luminous Corp., 732 S. Federal St., Chicago 5, Ill.  
 General Machine Supply Co., 933 Market St., Camden, N. J.  
 General Motors Corp., General Motors Bldg., Detroit 3, Mich.  
 General Pacific Corp., 1501 E. Washington Blvd., Los Angeles 21, Cal.  
 General Reduction Co., 880 S. Dearborn St., Chicago 4, Ill.  
 Germolene, Inc., 431 Niagara St., Buffalo 1, N. Y.  
 Gifford, H. M. Mfg. Co., 2750 B St., Philadelphia 54, Pa.  
 Gilbert & Barker Mfg. Co., Cold Springs Ave., West Springfield, Mass.  
 Gilmer, L. H. Co., Div. U. S. Rubber Co., Tacoma, Philadelphia 35, Pa.  
 Glass Zip Co., 216 N. Clinton St., Chicago 6, Ill.  
 Glidden Co., 11001 Madison Ave., Cleveland 2, Ohio  
 Glin's Products Co., Inc., 1811 Indiana Ave., Chicago 18, Ill.  
 Globe Waving Co., 17 N. State St., Chicago, Ill.  
 Glover, Bill, Inc., 5204 Truman Rd., Kansas City 1, Mo.  
 Golden-Anderson Valve Specialty Co., Keenan Bldg., Pittsburgh 22, Pa.  
 Goldman Pressing Machine Corp., 87 E. Eighth St., New York 3, N. Y.  
 Goodman, A. & Co., 6211 Cottage Grove Ave., Chicago 37, Ill.  
 Goodrich, B. F. Co., 500 S. Main St., Akron 18, Ohio  
 Goodyear Tire & Rubber Co., Akron, Ohio  
 Gordon Heating Corp., Casting Co., N. J.  
 Goulds Pump, Inc., 300 Fall St., Seneca Falls, N. Y.  
 Graham & Knight Co., 371 Franklin St., Worcester 4, Mass.  
 Granger Tank & Mfg. Co., Inc., 4509 Tod Ave., East Chicago, Ind.  
 Gravure Machine Tool Co., 2001-17 Eastern Ave., Cincinnati 2, Ohio  
 Green, A. P. Fire Brick Co., Mexico, Mo.  
 Greenville Chemical Co., W. Washington St., Greenville, S. C.  
 Groll Bros. Copperage Corp., Wire Garment Hanger Div., 2000 W. 25th St., Cleveland 13, Ohio  
 Grimes Co., 2900 Main St., Dallas 1, Texas  
 Grossauer, M. H. Co., 11 Nettleton, Memphis 2, Tenn.  
 Grosse Machinery Co., Inc., 179-191 Halibort St., Buffalo 14, N. Y.  
 Gulf Oil Corp.-Gulf Refining Co., 3900 Gulf Bldg., Pittsburgh 30, Pa.  
 Gummed Tape & Devices Co., 1818-20 60th St., Brooklyn 19, N. Y.  
 Gustin-Kramer Co., 74-90 Cummington St., Bussum 15, Mass.  
 Guth, Edwin F. Co., 2615 Washington Ave., St. Louis 3, Mo.

## H

Hachik Biech Co., Wynnsfield Ave., Philadelphia 31, Pa.  
 Haerel, Walter, Co., 2540 Fourth Ave., S., Minneapolis 5, Minn.  
 Hagan Corp., 353 Fourth Ave., Pittsburgh 22, Pa.  
 Hager Brothers, 321 N. Water St., Rockford, Ill.  
 Hall, Amos H. & Son, 3500 N. Water St., Philadelphia 20, Pa.  
 Hamilton Carter & Mfg. Co., 1101 Lincoln Ave., Hamilton, Ohio



Hamilton Copper & Brass Works, Inc., 1101 Lincoln Ave., Cincinnati 38, Ohio.  
 Hammond-Dahl Co., 547 Richmond St., Providence 9, R. I.  
 Hammond Laundry-Cleaning Machinery Co., Hammond Bldg., Waco, Texas.  
 Hanson Dry Hauler & Spreader Co., Vine St. & De Camp Ave., Cincinnati 18, Ohio.  
 Handy Specialties, 9199 W. Pico Blvd., Los Angeles 35, Cal.  
 Hanson, H. F. & Co., 98 Hospital St., Providence 3, R. I.  
 Hagmann-Dutton Co., Dutton Bldg. Div., 600 Gibson St., Kalamazoo 6, Mich.  
 Haddon, J. L., Co., Inc., 1263 Atlantic Ave., Brooklyn 18, N. Y.  
 Haring & Stephens Co., 635 McBride Ave., Paterson, N. J.  
 Harrison, Robert D., Inc., 586 E. Warren Ave., Detroit 8, Mich.  
 Hatters Supply House, Inc., 404 S. Wells St., Chicago 7, Ill.  
 Haver-Gundor Tank Co., 4535 Spring Grove Ave., Cincinnati 38, Ohio.  
 Haynes Stellite Co., Unit of Union Carbide & Carbon Corp., 30 E. 43rd St., New York 17, N. Y.  
 Hays Corp., 743 E. Eighth St., Michigan City, Ind.  
 Healy-Roll Co., 3385 University Ave., St. Paul 4, Minn.  
 Heilmann Electric Co., Pennsylvania Ave. & Plum St., Trenton 2, N. J.  
 Heller, B. & Co., 9923 Calumet Ave., Chicago 18, Ill.  
 Helgeson, Inc., 37-18 Northern Blvd., Long Island City 1, N. Y.  
 Henrich Laundry Machinery Co., 11 Henrich St., Mattapan P. O., Boston 26, Mass.  
 Henry Hanger Co. of America, 450 Seventh Ave., New York 1, N. Y.  
 Hercules Fiber Corp., 394 21st Ave., Paterson 3, N. J.  
 Hercules Laundry Machinery Co., Inc., 132-36 W. 134th St., New York 27, N. Y.  
 Hercules Powder Co., 953 King St., Wilmington, Del.  
 Herman Body Co., 4400 Clayton Ave., St. Louis 10, Mo.  
 Heitrich Mfg. Co., 1401 Summit St., Toledo 1, Ohio.  
 Hill Flour Machine Co., 740 W. Washington Blvd., Chicago 6, Ill.  
 Hine Needle Co., 10018 S. Rhodes Ave., Chicago 88, Ill.  
 Hirsch, Leo H. & Co., 380 Second Ave., New York 10, N. Y.  
 Hodges, Farwell & Co., 1934 Sterling Ave., Elkhart, Ind.  
 Hollingsworth & Voss Co., 112 Washington St., East Walpole, Mass.  
 Holt Mfg. Co., 651-51 20th St., Oakland 12, Cal.  
 Hom Chemical Co., Inc., Crescent Div., 1937 S. Broad St., Philadelphia 48, Pa.  
 Hom Products Co., 5543 S. Laramie Ave., Chicago 58, Ill.  
 Hooker Electrochemical Co., Niagara Falls, N. Y.  
 Hooper, Wm. E. & Sons, Woodberry, Baltimore, Md.  
 Hope Webbing Co., Providence 1, R. I.  
 Hopkins Equipment Co., 68 Maple Ave., Hatfield, Pa.  
 Hura, A. C. Co., Inc., 43-36 10th St., Long Island City 1, N. Y.  
 Houghton, E. F. & Co., 305 W. Lehigh Ave., Philadelphia 33, Pa.  
 House of Plastics, Div. Neum Signs Co., Inc., N. 14th & Taylor, Harris, Ill.  
 Howe Scale Co., Rutland, Vt.  
 Hub Printing Services, 330 N. Euclid Ave., Oak Park, Ill.  
 Hubinger Co., 601 Main St., Keokuk, Iowa.  
 Huebner Div., American Laundry Machinery Co., 3775 N. Holton St., Milwaukee 1, Wis.  
 Hummel & Downing Co., 1514 E. Thomas Ave., Milwaukee 1, Wis.  
 Hunsinger & Terry, Inc., 226 Atlantic Ave., Clayton, N. J.  
 Huntington Laboratories, Inc., 900 E. Tipton St., Huntington, Ind.  
 Huron Milling Co., 9 Park Pl., New York 7, N. Y.  
 Hygrade Butters & Supply Co., 19 W. 94th St., New York 1, N. Y.

Industrial Grain Products, Ltd., 741 Talbot St., London, Ontario, Canada.  
 Industrial Laundry Machinery Co., Inc., Morgan Ave. cor. Stage St., Brooklyn 6, N. Y.  
 Industrial Mfg. Co., 415 Carolina St., San Antonio 10, Texas.  
 Industrial Products Co., 2539 N. Fourth St., Philadelphia 33, Pa.  
 Indico, Inc., 323 W. 25th Pl., Chicago 18, Ill.  
 Ingersoll-Rand Co., 11 Broadway, New York 4, N. Y.  
 Ink-O Products Co., 5101 Monte Vista St., Los Angeles 42, Cal.  
 Insels, Spedden & Co., 117 Liberty St., New York 6, N. Y.  
 International Boiler Works Co., Birch St., East Stroudsburg, Pa.  
 International Harvester Co., 180 N. Michigan Ave., Chicago, Ill.  
 International Metal Polish Co., 1910 Quill St., Indianapolis 7, Ind.  
 International Nickel Co., Inc., 67 Wall St., New York 5, N. Y.  
 International Salt Co., Scranton 2, Pa.  
 International Steel Wood Corp., 2205 Park Rd., Springfield, Ohio.  
 International Tag & Salesbook Co., 319 N. Whipple St., Chicago 18, Ill.  
 International Ticket Co., 50 Canton Ave., Newark 4, N. J.  
 International Wire Hanger Mfg. Co., 3128 W. Lake St., Chicago 12, Ill.  
 Iowa Soap Co., 316 Valley St., Burlington, Iowa.  
 Iron Pipe Mfg. Co., 3170 W. 106th St., Cleveland 11, Ohio.  
 Ironer Div., Speed Queen Corp., Algonquin, Ill.

## J

J & L Mfg. Co., 21 Castle Ave., Bridgeport 5, Conn.  
 Jacobson, Lawrence, Dye Works, Inc., Oxford Ave., Summerville & County Sts., Philadelphia 24, Pa.  
 Jarvis & Jarvis, Inc., 3 Main St., Palmer, Mass.  
 Jasper, T. G. Co., 1133 Broadway, New York 10, N. Y.  
 Jay-Doe, Inc., 946 Kemme Blvd., Akron 14, Ohio.  
 Jefferson Island Salt Co., Inc., Columbia Bldg., Louisville 8, Ky.  
 Jensen Mfg. Co., Broad St. & Hyton Rd., Palmyra, N. J.  
 Johns-Manville, Inc., E. 40th St., New York 10, N. Y.  
 Johnson Chemical Industries, Inc., Davison Rd., Baltimore 28, Md.  
 Johnson Corp., 855 Wood St., Three Rivers, Mich.  
 Johnson Metal Haul, Inc., 226 Mill St., Waterbury 85, Conn.  
 Johnson, E. C. & Son, Inc., Racine, Wis.  
 Johnson, W. F. Products Co., 309 Joliet Ave., San Antonio 10, Texas.  
 Johnston Bros., Inc., 100 Pine St., Fergusburg 1, Mich.  
 Johnston & Jennings Co., 877 Addison Rd., Cleveland 14, Ohio.  
 Jones, C. Walker, Co., 6135 N. Lambert, Philadelphia 38, Pa.

## K

Kanon Soap Products Co., Inc., 233 Broadway, New York 7, N. Y.  
 Kaplan's, David G., Cleaners & Dyers For Service, 115 W. 50th St., New York 11, N. Y.  
 Karwick Co., 2100 McLeaden Ave., N. E., Atlanta, Ga.  
 Kaseo Co., 27-08 18th St., Long Island City, N. Y.  
 Kato Engineering Co., 122 Spruce St., Manhattan, Minn.  
 Katz Bag Co., 8243 N. Western Ave., Chicago 43, Ill.  
 Kay & MacDonald, Inc., 88-96 Franklin Ave., West Orange, N. J.  
 Keckler, O. C. Co., 400 W. Madison St., Chicago 6, Ill.  
 Keeler, E. Co., 258 West St., Williamsport 3, Pa.  
 Keever Starch Co., 535 E. Town St., Columbus 15, Ohio.  
 Kelite Products, Inc., P. O. Box 2017, Terminal Annex Station, Los Angeles 54, Cal.  
 Keller Iron Works, 501 W. First St., Charlotte, N. C.  
 Kelmaker Mfg. Co., 311 Sixth Ave., Rochelle, Ill.  
 Kelvinator Div., Nash-Kelvinator Corp., 14250 Plymouth Rd., Detroit, Mich.  
 Kern Laboratories, 191 E. 144th St., Bronx 51, N. Y.  
 Kennedy Car Liner & Bag Co., Rodell & Prospect Sts., Shelbyville, Ind.  
 Kennedy Software & Filter Co., 3312-24 Montrose Ave., Chicago 48, Ill.  
 Kentucky Box & Truck Co., Fourth & Alvaria Sts. (P. O. Box 463), Henderson, Ky.  
 Keswong Roller Corp., Franklin St. & Q Tracks, Kewanna, Ill.

Keyes-Davis Co., 116 14th St., Battle Creek, Mich.  
 Keynote Analytic & Chemical Co., Inc., 331 N. Louisa St. (1400 W.), Chicago 7, Ill.  
 Keynote Laundry Machinery Co., 413 N. Oswego St., Chicago 28, Ill.  
 Keynote Tag Co., West Chester, Pa.  
 Keytag Checking System Co., 1559 Hough Ave., Cleveland 3, Ohio.  
 Klads, Walter & Co., Inc., 675 Main St., Belleville 9, N. J.  
 Kinball, A. Co., 367 W. Broadway, New York 13, N. Y.  
 Kinford Co., 218 Landow Ave., Wayne 1, Pa.  
 Kirk & Blum Mfg. Co., 2827 Spring Grove Ave., Cincinnati 25, Ohio.  
 Kirk-Road, Inc., 481 Winchester Ave., Chicago, Ill.  
 Kirk's Leather Cleaners, 7380 Melrose Ave., Los Angeles 46, Cal.  
 Kirsch Boiler & Engineering Co., 2414 De Kalb St., St. Louis 4, Mo.  
 Klewin, Inc., 1809 80th Pl., N., Birmingham 4, Ala.  
 Klewick, L. & Co., 8342 S. Prairie Ave., Chicago 18, Ill.  
 Klingman Bros., Inc., 78-01 77th Ave., Glendale, Brooklyn 27, N. Y.  
 Klipfel Mfg. Co., 1060 Waller Ave., Hamilton, Ohio.  
 Knight, Maurice A., Settlement, Akron 6, Ohio.  
 Knitted Pudding Co., 105 Chapman St., Canton, Mass.  
 Knottman, H. & Co., Inc., 83-93 Park Pl., New York 7, N. Y.  
 Kol Master Corp., First & Madison Sts., Oregon 1, Ill.  
 Kramer Corp., 2433-35 N. Third St., Milwaukee 12, Wis.  
 Kresky Mfg. Co., Inc., 307 Third St., Petaluma, Cal.  
 Krevit, H. & Co., Inc., 11 Albert St., New Haven 11, Conn.  
 Kuehne Chemical Co., 878 Woodruff Lane, Elizabeth, N. J.  
 Kunkle Valve Co., 119 S. Clinton St., Fort Wayne 5, Ind.  
 Kwik Kever Sales Co., 410 N. Kedzie St., Chicago 13, Ill.

## L

Lacide Stoker Co., 4435 Hunt, St. Louis 10, Mo.  
 Laidlaw, W. A. Wire Co., Peoria, Ill.  
 Lally, H. Co., 516 Kedzie St., Evanston, Ill.  
 Lambour Label & Wrapper Co., cor. Portage & Palmer Sts., Kalamazoo 20F, Mich.  
 Lanson Corp., Blower Div., 459 Lanson St., Syracuse 1, N. Y.  
 Lane, W. T. & Bros., Ink, Prospect St., Poughkeepsie, N. Y.  
 Lanning Bag & Specialty Co., 205 Front St., Harvard, Ill.  
 Lartow Products Co., Inc., 4234 Third Ave., New York 37, N. Y.  
 Lawler, F. M. Mfg. Co., 1411 Ninth St. S.W., Cedar Rapids, Iowa.  
 Laundry & Drycleaning Packaging Div., Majestic Paper & Twine Co., Inc., 139 Second St., Brooklyn 31, N. Y.  
 Laundry Chemicals Co., 4538 W. 130th St., Cleveland 11, Ohio.  
 Laurel Co., 129 Grand St., Garfield 2, N. J.  
 Layne & Bowler, Inc., Box 215, Hollywood Station, Memphis & Tenn.  
 Leavitt Machine Co., 10 E. River St., Orange, Mass.  
 Lee Mfg. Co., 453 Taunton Ave., East Providence 14, R. I.  
 Leebay Mfg. Co., 2325 Market St., Youngstown, Ohio.  
 Leel Bros., Inc., 205 Irving Ave., N., Minneapolis 5, Minn.  
 Leffel, James, & Co., 426 East St., Springfield 90, Ohio.  
 Leonard Pressing Machine Co., 1808 English St., High Point, N. C.  
 Leslie Co., 297 Grant Ave., Lynnhurst, N. J.  
 Levy, L. & H., Inc., 31 Greene St., New York 13, N. Y.  
 Lewis, G. B. Co., P. O. Box 377, Watertown, Wis.  
 Lewis Invisible Stitch Machine Co., 129 W. 22nd St., New York, N. Y.  
 Lewis National Corp., 29 Sleeper St., Boston 10, Mass.  
 Lewis-Shepard Products, Inc., 307 Walnut St., Watertown 78, Mass.  
 Liberty Marking Tag Co., Inc., 27 Huger St., Brooklyn 11, N. Y.  
 Lincoln Bag Co., Inc., 4200 W. Schubert Ave. (3700 N.), Chicago 38, Ill.  
 Lincoln-Hudson Reg. Dyers, Inc., 900 Fannie Ave., East Newark, N. J.  
 Lincoln Products Co., Inc., 85 Springdale Ave., Newark, N. J.  
 Lincoln-Schneider Floor Machinery Co., Inc., 512 S. Florida St., Chicago, Ill.  
 Link-Belt Co., 300 W. Farnish Rd., Chicago 9, Ill.  
 Lion Couch & Truck Div., Great American Industries, Inc., 443 Chestnut St., Oswego, N. Y.  
 Lion Uniform Co., 209 S. Jefferson, Dayton 2, Ohio.  
 Liquid Conditioning Corp., Allegheny Ave., Philadelphia 32, Pa.

Idol Industries, Inc., Syracuse, Ill.  
 Ideal Stencil Machine Co., 108 Iowa Ave., Belleville, Ill.  
 Ig Electric Ventilating Co., 2850 N. Crawford Ave., Chicago 41, Ill.  
 Illinois Laundry Machinery Mfg. Co., 3128 W. Lake St., Chicago, Ill.  
 Imperial Dye House, 3421 Tulane Ave., New Orleans 18, La.  
 Imperial Laundry Machinery Co., 245 Huron St., Brooklyn 23, N. Y.  
 Indiana Dye House, 123-126 State St., Hammond, Ind.  
 Indiana Mfg. Co., 1900 E. Main St., New Albany, Ind.



Liquidation Corp., 30-31 Skillman Ave., Long Island City 1, N. Y.  
 Little Frenchman's Dye Works, 921 N. 25th St., Waco, Texas  
 Little Giant Spooling, 1547 Venice Blvd., Los Angeles 31, Cal.  
 Lord Dye Works, Inc., Beaumont, Va.  
 Lombard & Co. Mfg. Co., Manufacturers Bldg., Chattanooga 1, Tenn.  
 Lomon Industries, Inc., 203 E. Benson St., Reading 15, Ohio  
 Los Angeles Soap Co., 617 E. First St., Los Angeles, Cal.  
 Louden Machinery Co., 1402 Broadway, Fairfield, Iowa  
 Lovell Textile Machinery Corp., 288 Scholze St., Brooklyn, N. Y.  
 Lubbock Machine Co., Inc., Box 1138, Lubbock, Texas  
 Lucas, Claude E., Associates, 880 E. Colorado, Pasadena, Cal.  
 Lucy Boiler & Mfg. Co., Chattanooga 2, Tenn.  
 Lumberhouser Co., P. O. Box 380, Annex Station, Cincinnati 14, Ohio  
 Lynech, John F., 1166 Hiyaral St., San Francisco, Cal.

## Me

McBee Co., 295 Madison Ave., New York, N. Y.  
 McDunnell & Miller, Inc., 3500 N. Spaulding Ave., Chicago 18, Ill.  
 McElroy, W. J., Co., 83 Church St., Groverville, N. J.  
 McGrane Bros., 44 Court St., Brooklyn 2, N. Y.  
 McLary, Walter J., 1105 N. Water St., Milwaukee 5, Wis.  
 McLean & Henry Co., Inc., 351 First St., Troy, N. Y.

## M

M. B. Mfg. Co., Inc., 1080 State St., New Haven, Conn.  
 M & B Metal Products Co., 4415 Morris Ave., Birmingham, Ala.  
 Mazas, A. R., Chemical Co., 4570 Ardine St., South Gate, Cal.  
 Macbeth Corp., 237 W. 17th St., New York 11, N. Y.  
 Mack Trucks, Inc., 350 Fifth Ave., New York 1, N. Y.  
 Madison Products Co., 1719 Canton Ave., Toledo 3, Ohio  
 Magic Re-Weaving Service, 28 W. Second St., Salt Lake City, Utah  
 Maple Textile Weavers, 945 W. McNichols Rd., Detroit 3, Mich.  
 Magnus Chemical Co., Inc., South Ave., Garwood, N. J.  
 Maletto Dye House, Inc., 3920 W. Armitage Ave., Chicago 47, Ill.  
 Mallicoate Iron Fittings Co., Bradford, Conn.  
 Mallinckrodt Chemical Works, Second & Mallinckrodt Sts., St. Louis 7, Mo.  
 Manulotte Cotton Goods Mfg. Co., 813 S. Eighth St., Manitowoc, Wis.  
 Manitowoc Mfg. Div., Manitowoc Shipbuilding Co., 512 16th St., Manitowoc, Wis.  
 Marion Machine Foundry & Supply Corp., 90 West St., New York, N. Y.  
 Marion Mfg. Co., 473 Stevens, S.W., Atlanta 4, Ga.  
 Market Forge Co., 25 Carver St., Everett 49, Mass.  
 Master Industries, Inc., 209 Utah St., San Francisco, Cal.  
 Mark-O Corp., 17 W. 60th St., New York 23, N. Y.  
 Mark-Tex Corp., 453 W. 17th St., New York 11, N. Y.  
 Marlow Pumps, Greenwood Ave., Ridgewood, N. Y.  
 Mar-Mak Reg Machinery Mfg. Co., 626 N. Logan Ave., Danville, Ill.  
 Marmon-Herrington Co., Inc., 1511 W. Washington St., Indianapolis 7, Ind.  
 Marsh, Jas. F., Corp., 3073 Southport Ave., Chicago 14, Ill.  
 Marshall Heater Co., 716-36 E. Monument Ave., Dayton 2, Ohio  
 Martin Equipment Corp., 788 Hertel Ave., Buffalo 7, N. Y.  
 Martin Fan & Blower Co., 4634 W. 21st Pl., Chicago 50, Ill.  
 Marvel Mfg. Co., 113 Live Oak St., San Antonio 2, Texas  
 Marvel Marking Machine Co., 1433 Blake St., Denver, Colo.  
 Mason-Neilon Regulator Co., 1190 Adams St., Boston 24, Mass.  
 Master Machinery Co., Anderson, Ind.  
 Master Products Co., 7000 S. Westworth Ave., Chicago 51, Ill.  
 Matheson Chemical Corp., Matheson Bldg., Baltimore 3, Md.  
 Maxant Buttons & Supply Co., 117 S. Morgan St., Chicago 7, Ill.

Mead, George E., Co., 11540 E. Arroyo Dr., White, Cal.  
 Mead-Kane-Olsh, Inc., 1903-15 E. Hagert St., Philadelphia 23, Pa.  
 Mechelle Mfg. Co., 213 First Ave., N., Minneapolis 1, Minn.  
 Mechel, Inc., 1949 Madison St., Madison, Ind.  
 Mechel Mfg. Co., 2037 Reading Rd., Cincinnati 2, Ohio  
 Memphis Hanger Co., 14th & P. & L. E. R. R., Mazon, Pa.  
 Menasha Wood Split Pulley Co., 974 Taylor St., Menasha, Wis.  
 Mendon Corp., 2300 Payne Ave., Cleveland 14, Ohio  
 Merchants Chemical Co., Inc., 60 E. 42nd St., New York 17, N. Y.  
 Mercury Cleaning Systems, Inc., 340 W. Washington Blvd., Chicago 6, Ill.  
 Merwin Products Co., 65 Essex St., Jersey City, N. J.  
 Metastatic Mfg. Corp., 536 Broad St., Glen Rock, N. J.  
 Metropolitan Body Co., 151 Knosuth St., Bridgeport 3, Conn.  
 Mettler, Lee B., Co., 406 S. Main St., Los Angeles 13, Cal.  
 Mexico Refractaries Co., Love & Cole Sts., Mexico, Mo.  
 Midwest Co., 5333 W. Lake St., Chicago 44, Ill.  
 Midland Color & Chemical Co., 15 Greene St., Jersey City 2, N. J.  
 Midland Paint & Varnish Co., 9135 Reno Ave., Cleveland 5, Ohio  
 Mid-West Laundry Machinery Mfrs., 4025 W. Lincoln Ave., Milwaukee, Wis.  
 Miller, C. O., Co., 305 E. Third St., Los Angeles 13, Cal.  
 Miller Co., 99 Center, Meriden, Conn.  
 Miller Laundry Machinery Co., 8341 Lyndon Ave., Detroit 21, Mich.  
 Milwaukee Leather Belting Co., 531 N. Broadway, Milwaukee 2, Wis.  
 Milwaukee Printed String Co., 2004 W. Fond du Lac Ave., Milwaukee 6, Wis.  
 Mine Safety Appliances Co., Braddock, Thomas & Monaca Sts., Pittsburgh 5, Pa.  
 Minnesota Chemical Co., 2355 Hampton Ave., St. Paul 4, Minn.  
 Mitchell, J. B., Co., 4016-28 W. Jefferson Blvd., Los Angeles 18, Cal.  
 Modine Mfg. Co., Racine, Wis.  
 Modler Instrument Co., Inc., 33rd St. & 89th Ave., Richmond Hill 18, N. Y.  
 Mohawk Rubber Co., 1935 Second Ave., Akron 5, Ohio  
 Mohl, Heald, Colorado Springs, Colo.  
 Monite Co., Inc., 4903 Delmar Blvd., St. Louis 8, Mo.  
 Moore Co., Inc., 10709 Quebec Ave., Cleveland 6, Ohio  
 Montpelier Mfg. Co., Montpelier, Ohio  
 Moore Business Forms, Inc., 900 Buffalo Ave., Niagara Falls, N. Y.  
 Moore Co., 544 Westport Rd., Kansas City 2, Mo.  
 Moore's Time Saving Equipment Co., 1935 S. Sterling Ave., Elkhardt, Ind.  
 Morhead Mfg. Co., 2435 W. Warren Ave., Detroit 8, Mich.  
 Morhead Sales Co., 700 E. Kalamazoo St., Lansing 13, Mich.  
 Morse Mfg. Co., Inc., 122 Dinkum St., Syracuse 2, N. Y.  
 Mortenson Chemical Laboratories, 8178 N. First St., Milwaukee 12, Wis.  
 Moser Bag & Paper Co., 8049 E. 53rd St., Cleveland 4, Ohio  
 Multi-Clan Products, Inc., 3277 Ford Parkway, St. Paul 1, Minn.  
 Mund Boliver, Inc., 1900 N. Indiana St., Los Angeles 33, Cal.  
 Murphy Sales Co., Box 224, Station A, Atlanta 1, Ga.  
 Murray, D. J., Mfg. Co., 1602-24 Third St., Waukegan, Wis.  
 Mutual Paper Box Co., Inc., 510 W. 27th St., New York 1, N. Y.  
 Myer, Henry, Thread Mfg. Co., 310 W. Van Buren St., Chicago 7, Ill.

## N

Nagel Coal Hanger Co., 1200-18 Oliver St., Houston 7, Texas  
 Nashua Gummed & Coated Paper Co., Sutherland Div., Franklin St., Nashua, N. H.  
 Nashua Mfg. Co., 401 Fifth Ave., New York 16, N. Y.  
 National Alford Burner Co., Inc., 1287 E. Sedgley Ave., Philadelphia 34, Pa.  
 National Aluminate Corp., 6215 W. 116th St., Chicago 39, Ill.  
 National Aniline Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.  
 National Boiler Protector Co., Reifeld Bldg., Dayton 2, Ohio  
 National Bottle Tye Co., Blinfield, Mich.  
 National Cash Register Co., Main & E. Sts., Dayton 9, Ohio  
 National Cleaners Chemical Mfg. Co., 2807-11 W. Lake St., Chicago 12, Ill.

National Dyer Mfg. Co., Route 4, Oconomowoc, Wis.  
 National Dye House, 5818 W. Washington Blvd., Culver City, Cal.  
 National Dye Works, Inc., 3513 Washington Blvd., Baltimore 22, Md.  
 National Indemnity Exchange, 3820 Washington Blvd., St. Louis 8, Mo.  
 National Institute of Cleaning & Dyeing, Silver Spring, Md.  
 National Marking Machine Co., 4028 Cherry St., Cincinnati 23, Ohio  
 National Milling & Chemical Co., 4801 Nisan St., Philadelphia 27, Pa.  
 National Paper Band Co., P. O. Drawer 126, Denver, Colo.  
 National Reptic Services, 615 E. Main St., Richmond 19, Va.  
 National Starch Products, Inc., 870 Madison Ave., New York 17, N. Y.  
 National Steam Pump Co., 701 W. Johnson, Upper Merion, Ohio  
 National Tag & Label Corp., 19 Bridge St., Watertown 42, Mass.  
 National Textile Conservation Div., Research Laboratories, Sherron Acres, Durham, N. C.  
 National Truck Lending System, 83 E. Jackson Blvd., Chicago 4, Ill.  
 Neam Sign Co., Inc., House of Plastic Div., N. 14th & Taylor, Harris, Ill.  
 Neva-Chug Products, Inc., 508 Logan St., Bridgeport 1, Conn.  
 New Departure, Div., General Motors Corp., Britton, Conn.  
 Newhouse Co., 1125 E. Colorado Blvd., Glendale, Cal.  
 New York High Grade Button Works, 5559 Broadway, New York 31, N. Y.  
 New York Net Co., 2335 Webster Ave., New York 58, N. Y.  
 New York Pressing Machinery Corp., 850 Broadway, New York 3, N. Y.  
 New York Tissue Corp., 43 W. 39th St., New York 18, N. Y.  
 Nine Ball Bearing Co., 30th St. & Hunting Park Ave., Philadelphia 40, Pa.  
 Nicholson, W. H., & Co., 125 Oregon St., Wilkes-Barre 1, Pa.  
 Nicholson, Wm. J., Laboratories, 13243 Hamilton Ave., Detroit 8, Mich.  
 No-Dam Co., 818 N. Wells St., Chicago 10, Ill.  
 Noron Chemical Co., Inc., First & East Sts., Harrison, N. J.  
 Norman & Co., 531 N. Milwaukee Ave., Chicago 22, Ill.  
 North American Electric Lamp Co., 1090 Tynar St., St. Louis 8, Mo.  
 North Coast Chemical & Soap Works, 6307-31 17th Ave., Seattle 8, Wash.  
 Northeastern Soap & Chemical Co., Clinton St., Amherst, Mass.  
 Northern Equipment Co., 1945 Grove Dr., Erie, Pa.  
 Norton & Williams, Inc., 608 North Ave., Westfield, N. J.  
 Nuxider Products Co., Inc., 830 Magnolia Ave., Elizabeth 7, N. J.  
 Nu-Pro Mfg. Co., 3916 Washington Ave., St. Louis 5, Mo.  
 Nutting Truck & Carter Co., 1125 W. Division St., Faribault, Minn.  
 Nyco Products Co., 110 W. 39th St., New York 1, N. Y.  
 Nylon Textile Products Co., Inc., 601 W. 26th St., New York 1, N. Y.

## O

O. D. Chemical Corp., 38 Marlehead Rd., Tuckahoe, N. Y.  
 Oakite Products, Inc., 239 Thomas St., New York 6, N. Y.  
 Ohio Counting Co., 943 S. Monument Ave., Hamilton, Ohio  
 Ohio Injector Co., 105 Main St., Wadsworth, Ohio  
 Ohio Mechanics Institute, Central Parkway & Walnut St., Cincinnati 10, Ohio  
 Oliver Register Co., 740 Bolander Ave., Dayton, Ohio  
 Oil-Rite Corp., 3434 S. 19th St., Milwaukee 7, Wis.  
 Olson, J. B. H., Corp., 1740 Broadway, New York 10, N. Y.  
 Olin-Mark Corp., 124 White St., New York 19, N. Y.  
 Olton Filtration Engineers, Inc., 1834 N. Kilbourne Ave., Chicago 39, Ill.  
 Omaha Dye Works, 24th & Poppleton, Omaha, Neb.  
 Ontario Iron Works, 33 Park St., Pulaski, N. Y.  
 Orr Felt & Blanket Co., Piqua, Ohio  
 Orr & Samsower, Inc., 830 Morgantown Rd., Reading, Pa.  
 Osborn Bros., 223 W. Jackson Blvd., Chicago 6, Ill.  
 Oshkosh Filter & Softener Co., 51 Caspe St., Oshkosh, Wis.  
 Outside Venetian Blind Co., 2883 Elm St., Dallas 1, Texas  
 Owens-Corning Fiberglass Corp., Nicholas Bldg., Toledo 1, Ohio

## P

**Pasch's Airbrush Co.**, 1909 W. Diversey Parkway, Chicago 14, Ill.  
**Pacific Car & Foundry Co.**, Benton, Wash.  
**Pacific Coat Hanger Mfg. Co.**, 8710 Avalon Blvd., Los Angeles 3, Cal.  
**Paragon Chemical Co., Inc.**, 218 W. First St., Boston 27, Mass.  
**Parakee Motors**, 2825 S. Wabash Ave., Chicago 16, Ill.  
**Parke Metal Products Corp.**, 31 Wintthrop Ave., New Rochelle, N. Y.  
**Parvett Corp.**, 480 W. Front St., Red Bank, N. J.  
**Parley Products, Inc.**, 1770 Canalport Ave., Chicago 16, Ill.  
**Parter Mfg. Corp.**, 321 Roosevelt Ave., Portchester, R. I.  
**Paper Chemicals, Inc.**, 510 W. 37th St., New York 1, N. Y.  
**Park-Lux Products Co.**, 4138 W. Schubert Ave., Chicago 39, Ill.  
**Parment-Fidler, Inc.**, 307 Canal St., New York 13, N. Y.  
**Parison Novelty Co.**, 5510 S. Western Ave., Chicago 8, Ill.  
**Parker, Ed E., Boiler Mfg. Co., Inc.**, 5035 E. 37th St., Los Angeles 11, Cal.  
**Parish & Co.**, 1900 16th St., San Francisco 1, Cal.  
**Patterson-Kelley Co., Inc.**, 104 Warren St., East Greenburgh, Pa.  
**Patterson Laboratories, Inc.**, 1635 Bagley Ave., Detroit 16, Mich.  
**Paula Products Co.**, 4444 Lawndale Ave., Lyons, Ill.  
**Payson Mfg. Co.**, 2916 W. Jackson Blvd., Chicago 13, Ill.  
**Peabody Engineering Corp.**, 580 Fifth Ave., New York 1, N. Y.  
**Peaween Pump Div., Food Machinery Corp.**, 301 West Ave., 56, Los Angeles 31, Cal.  
**Pellison Milner Corp.**, 8000 Edinburgh St., New Orleans 18, La.  
**Pennington Co., Riverview Ave.**, Gillette, N. J.  
**Penn Novelty Co.**, 228-30 N. 15th St., Philadelphia 2, Pa.  
**Pennsylvania Rubber Co.**, Penn-Craft Park, Jeannette, Pa.  
**Pennsylvania Salt Mfg. Co.**, 1000 Widener Bldg., Philadelphia 7, Pa.  
**Perinutter, M. & Co.**, 4423-25 Broadway, Chicago 40, Ill.  
**Perfection Marking Machine Co.**, 441 Detroit St., Denver 6, Colo.  
**Perfection Products Co.**, 305 South Blvd., Oak Park, Ill.  
**Perlex Corp.**, 580 W. Oklahoma Ave., Milwaukee 5, Wis.  
**Perrin-Ampie Corp.**, 433 Waverly Ave., Mamaroneck, N. Y.  
**Perr-Mo Products Co.**, 3602 Woodland Ave., Kansas City 3, Mo.  
**Perrinott Co.**, 330 W. 42nd St., New York 18, N. Y.  
**Perry, E. J., Corp.**, 994 Jefferson St., Fall River, Mass.  
**Pest Control Equipment Co.**, 47 W. 43rd St., New York 18, N. Y.  
**Petroleum Heat & Power Co.**, Stamford, Conn.  
**Philadelphia Belling Co.**, 34th & Spring Garden Sts., Philadelphia 23, Pa.  
**Philadelphia Quartz Co.**, 1160 Public Ledger Bldg., 34th & Chestnut Sts., Philadelphia 6, Pa.  
**Philo Corp., Storage Battery Div.**, 467 Calhoun St., Toronto, Ont.  
**Phoenix Oil Co.**, 9505 Cassius Ave., Cleveland 5, Ohio  
**Phoenix Products Co.**, 4715 N. 87th St., Milwaukee 5, Wis.  
**Photowick, Inc.**, 77 Broadway, Cambridge 42, Mass.  
**Pick Mfg. Co.**, 255 S. Main St., West Bend, Wis.  
**Pioneer Development Co.**, 1059 Ingraham St., Los Angeles 14, Cal.  
**Pittsburgh Hanger Co.**, 14th & P. & L. E. R. R., Monaca, Pa.  
**Pittsburgh Plate Glass Co., Columbia Chemical Div.**, 75th St. at Bellefield, Pittsburgh 13, Pa.  
**Pittsburgh Plate Glass Co., Paint Div.**, 632 Duquesne Way, Pittsburgh, Pa.  
**Pittsburgh Tag Co.**, 1112-20 Galveston Ave., Pittsburgh 31, Pa.  
**Pittsburgh Waterproof Co.**, 2337 Penn Ave., Pittsburgh 22, Pa.  
**Plibrico Jointless Firebrick Co.**, 1800 Kingsbury St., Chicago 14, Ill.  
**Pneumatic Engineering & Sales**, 1010 Des Moines Bldg., Des Moines, Iowa  
**Poecel, M. A.**, 615 Second Ave., S., Minneapolis, Minn.  
**Poland Laundry Machinery Co.**, 47 Kemble St., Boston 19, Mass.  
**Pupkins Fixture Co.**, 6805 Easton Ave., St. Louis 14, Mo.  
**Pure-Pac Co.**, 1221 N. 66th St., Milwaukee 13, Wis.  
**Puto-Pab Co., Inc.**, 9215 Weiss St., Dallas 9, Texas  
**Powers Regulator Co.**, 2810 Greenview Ave., Chicago 14, Ill.  
**Preferred Utilities Mfg. Corp.**, 1860 Broadway, New York 23, N. Y.  
**Pre-Marked Strip Tag Co.**, 3333 India St., San Diego 1, Cal.  
**Pre-Grip Corp.**, 3108 Main St., Buffalo 14, N. Y.

**Procter & Gamble Distributing Co.**, Cuyamoa Bldg., P. O. Box 599, Cincinnati 2, Ohio  
**Procter & Schwartz, Inc.**, Seventh St. & Tabor Rd., Philadelphia 20, Pa.  
**Progressive Tensile Mfg. Co.**, 3252 River Ave., Camden 3, N. J.  
**Proportioners, Inc.**, P. O. Box 1442, Providence, R. I.  
**Prosperity Co., Inc.**, 2131-2171 Erie Blvd., E., Syracuse 1, N. Y.  
**Prosser, William, Inc.**, Dayton, Conn.  
**Publican Towel Cabinet Co., Inc.**, 430-38 W. 54th St., New York 19, N. Y.  
**Perfetti Mfg. Co.**, 525 E. Third St., Joplin, Mo.  
**Pyrex Mfg. Co.**, 560 Belmont Ave., Newark 6, N. J.  
**Pyrometer Instrument Co., Inc.**, Bergenfield, N. J.

## Q

**Quality Products Co.**, 3050 Montrose, Chicago 12, Ill.  
**Quigley Co., Inc.**, 327 Fifth Ave., New York 17, N. Y.

## R

**Radiant Dyeing Co.**, 1850 Vine St., Los Angeles 28, Cal.  
**Radiator Specialty Co.**, 1700-1900 Dowd Rd., Charlotte 1, N. C.  
**Rainbow Dye Works**, 109 S. 16th St., Louisville 8, Ky.  
**Ramelli, Rudolph, Inc.**, 1700 Poydras, New Orleans 6, La.  
**Ramite Co., Div. 5, Obermyer Co.**, 2563 W. 18th St., Chicago 6, Ill.  
**Randolph Laboratories, Inc.**, 8 E. Kinzie St., Chicago 11, Ill.  
**Rapids-Standard Co.**, 308 People's National Bank Bldg., Grand Rapids 3, Mich.  
**Rasmussen Bag Co., Inc.**, 1804 Grove St., Glenview, Ill.  
**Raybestos-Manhattan, Inc.**, 61 Willett St., Passaic, N. J.  
**Raychem Products Co.**, 20 E. 19th St., Paterson 4, N. J.  
**Ray Oil Burner Co.**, 401-409 Bernal Ave., San Francisco 12, Cal.  
**Reading-Frait & Cady, Div. American Chain & Cable Co., Inc.**, Telegraphen St. & Lehmann Valley B. B., Reading, Pa.  
**Reed Mfg. Co.**, 1425 W. Eighth St., Erie, Pa.  
**Reed-Stabin, Inc.**, 504 62nd St., Brooklyn 20, N. Y.  
**Rees-Davis Drugs, Inc.**, Meriden, Conn.  
**Reeves Bros., Inc.**, 54 Worth St., New York 13, N. Y.  
**Reisette Corp.**, 1023 Harney St., Omaha, Neb.  
**Reisettes, George F.**, 2515-17 Jefferson St., Kansas City 10, Mo.  
**Reliable For Storage Equipment Co., Div. Reliable Machine Works, Inc.**, 235 Eagle St., Brooklyn 22, N. Y.  
**Reliable Steam Pressing Machine Service, Inc.**, 175 Bergen St., Newark 3, N. J.  
**Reliance Electric & Engineering Co.**, 1053 Ivanhoe Rd., Cleveland 10, Ohio  
**Rema Corp.**, Ruby St., Norwalk, Conn.  
**Remington Rand Co.**, 313 Fourth Ave., New York, N. Y.  
**Renard's**, 741 Madison Ave., New York 21, N. Y.  
**Res Meters, Inc.**, 1314 S. Washington Ave., Lansing 20, Mich.  
**Repel-O-Products Div., North American Merchandising Co., Transportation Bldg.**, Detroit 26, Mich.  
**Republie Flow Meters Co.**, 2240 W. Diversey Parkway, Chicago 47, Ill.  
**Republic Steel Corp.**, Republic Bldg., Cleveland 1, Ohio  
**Research Laboratories Corp.**, P. O. Box 385, Durham, N. C.  
**Research Products Corp.**, 1011 E. Washington Ave., Madison 3, Wis.  
**Resilio Co.**, 3328 W. Neilson St., Chicago 18, Ill.  
**Resisto Laboratories**, 1266 Donald Ave., Lakewood, Ohio  
**Resistoflex Corp.**, 39 Plannock Rd., Belleville 9, N. J.  
**Revere Copper & Brass, Inc.**, 280 Park Ave., New York 17, N. Y.  
**Rey-Vat Products Co.**, 53 Clark St., Hamburg, N. Y.  
**Rhodes, Preston T.**, 820-22 N. 61st St., Philadelphia 13, Pa.  
**Rhodes Mfg. Co.**, 14 Riden St., Naugatuck, Conn.  
**Riverside Chemical Co., Inc.**, 671-947 River Rd., North Tonawanda, N. Y.  
**Riviera Mfg. Co.**, 4919-27 Connecticut St., St. Louis 9, Mo.  
**Roberts-Modabber Co., Inc.**, 1015 W. Lake, Chicago 11, Ill.  
**Roberts Numbering Machine Co.**, 705 Jamaica Ave., Brooklyn 9, N. Y.

**Robinet, G. S. & Co.**, 126 Chouteau St., St. Louis, Mo.  
**Robinson's Weaving System**, Lebanon, Ind.  
**Robert Laundry Machinery Sales**, Chambersburg, Pa.  
**Rocheater Can Co.**, 114 Greenleaf St., Rochester 9, N. Y.  
**Rockwell, W. S. Co.**, 340 Elliot St., Fairfield, Conn.  
**Rodas Machinery Co., Div. Rodas Bros.**, 930 E. 43rd St., Chicago 15, Ill.  
**Roller Bearing Co. of America**, Whitehead Rd., Trenton 3, N. J.  
**Rome Soap Mfg. Co.**, Sixth St., Rome, N. Y.  
**Rosander Tensile Co., Inc.**, Packard Bldg., Philadelphia 3, Pa.  
**Root & Co.**, 11 Ionia, S. W., Grand Rapids 2, Mich.  
**Rosco-Connersville Blower Corp.**, 900 W. Mount St., Connersville, Ind.  
**Rosenthal Mfg. Co.**, 5035 N. Kedzie Ave., Chicago 25, Ill.  
**Rosenthal Paper Co.**, 200 Lynch St., St. Louis 18, Mo.  
**Roth, Roy E. Co.**, 2440 Fourth Ave., Rock Island, Ill.  
**Rubber City Mfg. Co.**, 714 N. Main St., Akron 10, Ohio  
**Rubertall Co.**, 500 Fifth Ave., New York 18, N. Y.  
**Rubinson, M. Co.**, 154-156 W. 27th St., New York 1, N. Y.  
**Ruggles, Klingemann Mfg. Co.**, Foster Court, Salem, Mass.  
**Ruland & Gas Mfg. Co.**, 245 Maple Ave., North Guard, Pa.  
**Rumford Chemical Works**, 21 Newman Ave., Rumford 16, R. I.  
**Russell Mfg. Co.**, Middletown, Conn.

## S

**Sabin Machine Co.**, 6536 Carnegie Ave., Cleveland 3, Ohio  
**St. Louis Sticker Co.**, 1006 Pine St., St. Louis 3, Mo.  
**Saltbury Mfg. Co.**, Box 1523, Providence, R. I.  
**Salomon, I. A. & Bro.**, 216 Pearl St., New York 7, N. Y.  
**Sand-Tap Co.**, R. D. 1, Sandy Hook, Conn.  
**Sarco Co., Inc.**, Empire State Bldg., New York, N. Y.  
**Sartl Mithproofing Co.**, 410 N. Kedzie St., Chicago 12, Ill.  
**Schaub, Fred H., Engineering Co., Inc.**, 2110 S. Marshall Blvd., Chicago 25, Ill.  
**Schirmer-Dumhries Pump Co.**, 1719 E. 39th St., Cleveland 14, Ohio  
**Schorck & Co., Inc.**, 120 Bruckner Blvd., New York 54, N. Y.  
**Schramm, Inc.**, West Chester, Pa.  
**Schwartz, B. W. Co.**, Box 203, Washington St., Two Rivers, Wis.  
**Schwitzer-Cummins Co.**, 1145 E. 22nd St., Indianapolis 7, Ind.  
**Seamless Company, Inc.**, 41-23 24th St., Long Island City, N. Y.  
**See-G-Matic Corp.**, 65 La France Ave., Bloomfield, N. J.  
**Sellers Engineering Co.**, 4876 N. Clark St., Chicago 40, Ill.  
**Servant, E. M., Pulp & Chemical Co., Inc.**, 7 Day St., New York 7, N. Y.  
**Service Recorder Co.**, 1375 Euclid Ave., Cleveland 15, Ohio  
**Seward Simplified Stretcher Co.**, P. O. Box 128, Rockville, Ind.  
**Shane Uniform Co., Inc.**, 2013 W. Maryland, Evanston 7, Ind.  
**Shedlov-Hrins Mfg. Co.**, 15-B Wilder St., Minneapolis 1, Minn.  
**Shell Oil Co., Inc.**, 50 W. 50th St., New York 20, N. Y.  
**Shields Engineering & Mfg. Co.**, 277 E. 156th St., Cleveland 16, Ohio  
**Silber, Mithproofing Co.**, P. O. Box 936, Colorado Springs 3, Colo.  
**Siebling Mfg. Co.**, 100 Owen St., George, Iowa  
**Signal Chemical Mfg. Co.**, 2650 Wood Hill Rd., Cleveland 4, Ohio  
**Silkline Mfg. Co.**, P. O. Box 512, Chicago 90, Ill.  
**Silver Creek Precision Corp.**, Silver Creek, N. Y.  
**Sinkman Machine Co.**, 5115 Lincoln Ave., Chicago 25, Ill.  
**Simplex Oil Heating Co.**, 11 Park Pl., New York 7, N. Y.  
**Singer Sewing Machine Co.**, 149 Broadway, New York 6, N. Y.  
**Singer Textile Machinery Corp.**, 207 Wooster St., New York, N. Y.  
**Sirota, Bernard**, 620 Smith St., Brooklyn 31, N. Y.  
**Skid Oil Co.**, 47th St. & Penn Ave. (605 W. 47), Kansas City, Mo.  
**Smith, Drum & Co.**, Allegheny Ave. below Fifth, Philadelphia, Pa.  
**Smith, Frank R. Co.**, 503 Front St., Orange, Texas  
**Smith George Mfg. Co.**, 1283 W. Carroll Ave., Chicago 7, Ill.  
**Smith-Gilman B. Co., Inc.**, 915 Broadway, New York 10, N. Y.

Smith, R. B. Co., 1609 S. Nevada Ave., Colorado Springs, Colo.  
 Smith, X. S., Inc., Box 272, Red Bank, N. J.  
 Somooy-Vacuum Oil Co., Inc., 26 Broadway, New York 4, N. Y.  
 Solvay Sales Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.  
 Somenbros, L. Sons, Inc., 88 Lexington Ave., New York 17, N. Y.  
 Southern Mills, Inc., 585 Wells St., S. W., Atlanta, Ga.  
 Spaw Box Co., Inc., 270 11th Ave., New York 1, N. Y.  
 Speare Co., 2235 S. Ford Ave., Chicago 16, Ill.  
 Specialty Devices Co., 605 E. 26th St., Norfolk 8, Va.  
 Speed Products Co., Inc., 37-18 Northern Boulevard, Long Island City 1, N. Y.  
 Spencer Turbine Co., 486 New Park Ave., Hartford, Conn.  
 Spig Products Co., 119 Dahlman St., Pittsburgh 6, Pa.  
 Spitznagel Parker & Co., 913 Techwood Dr., N. W., Atlanta, Ga.  
 Squires, C. E. Co., 18502 Syracuse Ave., Cleveland 10, Ohio.  
 Stidham Co., Inc., 1825-31 N. 20th St., Philadelphia 21, Pa.  
 Studer Textile Weavers, 312 E. Wisconsin Ave., Milwaukee, Wis.  
 Stafford, N. Co., 53rd & First Ave., Brooklyn 30, N. Y.  
 Steinger Mfg. Co., 2032 E. Seventh St., Los Angeles 24, Cal.  
 Staley, A. E., Mfg. Co., 220 Eldorado, Denton 30, Ill.  
 Stampograph Co., Inc., 79 Alexander Ave., Bronx 24, N. Y.  
 Standard Chemical Works Co., 1967 E. Main St., Columbus 9, Ohio.  
 Standard Fire Insurance Co., 151 Farmington Ave., Hartford, Conn.  
 Standard Garment Co., 2283 Fulton St., Toledo 16, Ohio.  
 Standard Laundry & Cleaning Machinery Co., 6900 Maple Ave., Dallas 2, Texas.  
 Standard Oil Co., 910 Michigan Ave., Chicago 90, Ill.  
 Standard Register Co., 3005 Campbell St., Dayton 1, Ohio.  
 Standard Soap Co. of Camden, 205 S. Second St., Camden, N. J.  
 Stanley, John T. Co., Inc., 642 W. 30th St., New York, N. Y.  
 Starr Soap & Chemical Co., 139 Main St., Cambridge, Mass.  
 Star Service Hanger Div., L. A. Young Spring & Wire Corp., 9200 Russell St., Detroit 11, Mich.  
 Stauffer Chemical Co., 420 Lexington Ave., New York 17, N. Y.  
 Steamaster Automatic Boiler Co., 5819 Compton Ave., Los Angeles 11, Cal.  
 Steamaster Co., Inc., 110 W. 36th St., New York 1, N. Y.  
 Steam Engineering & Sales Co., 1818 W. 47th St., Chicago, Ill.  
 Stearns, A. T., Lumber Co., 98 Taylor St., Neponset, Mass.  
 Stebbins Mfg. & Supply Co., 1755 Blake St., Denver 5, Colo.  
 Steelsite Mfg. Co., 3418 Gratiot, St. Louis 3, Mo.  
 Steele Canvas Basket Co., Inc., 15 Brook St., Newton 35, Mass.  
 Steele, J. W. & Co., 12th Ave. & Howell, North Kansas City 16, Mo.  
 Steel Products Engineering Co., 1205 W. Columbia St., Springfield, Ohio.  
 Steffen Canvas Products, 315 S. Beech St., Eaton, Ohio.  
 Steigler, George, Co., 8 Forest Ave., Cincinnati, Ohio.  
 Stein, Lawrence M. Co., 815-25 W. Van Buren St., Chicago 7, Ill.  
 Steiner Sales Co., 225 W. Chestnut St., Chicago 10, Ill.  
 Steinman Paper Co., 1302 N. Halsted Ave., Chicago 22, Ill.  
 Stephens-Adams Mfg. Co., Ridgeway Ave., Aurora, Ill.  
 Sterling, Inc., 3738 N. Holton St., Milwaukee 12, Wis.  
 Sterling Engineering & Mfg. Corp. (Templeton Mfg. Co.), Reservation Rd., Hyde Park 36, Mass.  
 Sterling Supply Corp., 1 Foster St., Philadelphia 48, Pa.  
 Stevenson Co., Stevenson, Conn.  
 Stevenson, Jordan & Harrison, Inc., 205 W. Wacker Dr., Chicago 6, Ill.  
 Stewart-Warner Corp.-Alenite Corp., 1826 Diversey Parkway, Chicago 14, Ill.  
 Sticht, Herman, Co., Inc., 27 Park Pl., New York 7, N. Y.  
 Stinson Engineering Co., Inc., 2000 W. 25th, Cleveland 13, Ohio.  
 Stont, David, & Sons, 7016 Manchester St., St. Louis 17, Mo.  
 Stover Water Softener Co., Stover Bldg., St. Charles, Ill.  
 Street, R. R. & Co., Inc., 561 W. Monroe St., Chicago 6, Ill.  
 Striker's Laundry Machinery, Inc., 221 N. Westmoreland, Los Angeles 4, Cal.  
 Stromberg Time Corp., 199 Lafayette St., New York 13, N. Y.  
 Strong, Carlisle & Hammond Co., 1592 W. Third St., Cleveland 13, Ohio.

Studebaker Corp., South Bend, Ind.  
 Subco, Inc., 347 River Rd., North Arlington, N. J.  
 Sun Finement Electric Co., 1855 Bedford Ave., Brooklyn 25, N. Y.  
 Superior Combustion Industries, Inc., 1475 Broadway, New York 18, N. Y.  
 Superior Products Co., 148 Pearl St., Somerville 45, Mass.  
 Superior Rug Machinery Co., 2738 N. State St., Ave., Chicago 14, Ill.  
 Super Laundry Machinery Co., St. Joseph, Mich.  
 Sure-Hold Div., Nashua Chemical & Coated Paper Co., Franklin St., Nashua, N. H.  
 Sureline Paper Clip Co., Kenyon Ave., Wakefield, R. I.  
 Swift & Co., Union Stock Yards, Chicago 9, Ill.  
 Sylvania Div., American Viscose Corp., 123 E. 42nd St., New York 17, N. Y.  
 Sylvania Electric Products, Inc., 500 Fifth Ave., New York, N. Y.

## T

Taco Heaters, Inc., 137 South St., Providence 8, R. I.  
 Tack Chemical Co., Div. Acute Industrial Compounds Corp., 625 S. Goodman, Rochester 7, N. Y.  
 Tagli Co., 1212 11th St., Rockford, Ill.  
 Tagliabue, C. J., Div. Portable Products Corp., Room 4114 Woolworth Bldg., 253 Broadway, New York 7, N. Y.  
 Tahamini Laboratory, Inc., 199 Arlington Ave., Clifton, N. J.  
 Talley Laundry Machinery Co., Mill St., Greensboro, N. C.  
 Talon, Inc., 828 Arch St., Meadville, Pa.  
 Tarbush Co., 4500 Euclid Ave., Cleveland 3, Ohio.  
 Task, Al. Dye Works, Grand Prairie, Dallas County, Texas.  
 Taylor, W. A. & Co., 7390 York Rd., Baltimore 4, Md.  
 Telex Engineering Corp., 2 Allen Ave., Providence 5, R. I.  
 Temple, A. B. Co., 306 W. Burlington, La Grange, Ill.  
 Templeton Bros., Inc., 899 Main St., Walpole, Mass.  
 Testing Machines, Inc., 427 W. 42nd St., New York, N. Y.  
 Texas Co., 135 E. 42nd St., New York, N. Y.  
 Texas Soap Mfg. Corp., 4905 Calhoun Rd., Houston 4, Texas.  
 Textile Marking Machine Co., Inc., 248 Walton St., Syracuse 2, N. Y.  
 Theobald Industries, Sanford Ave., Kearny, N. J.  
 Thompson, H. C., Clock Co., 39 Federal St., Bristol, Conn.  
 Thompson-Harward Chemical Co., 2915 South-west Blvd., Kansas City 8, Mo.  
 Thrifty Weavers, 510 N. St. Clair St., Toledo 4, Ohio.  
 Tieks-Tag Co., 512 N. Wrenn St., High Point, N. C.  
 Tie Co., Unadilla, N. Y.  
 Time Savers, Inc., 83-99 Walnut St., Montclair, N. J.  
 Timken Roller Bearing Co., Canton 6, Ohio.  
 Tingler Brown & Co., 1785 Carter Ave., New York 57, N. Y.  
 Tintex, Inc., 596 Frelinghuysen Ave., Newark 5, N. J.  
 Tiverville Iron Works Co., Div. Struther Wells Corp., Titusville, Pa.  
 Todd Co., Inc., Rochester 3, N. Y.  
 Toledo Scale Co., 1076 Telegraph Rd., Toledo 12, Ohio.  
 Tompkins' Label Service, Frankford Ave. at All-shenby Ave., Philadelphia 54, Pa.  
 Tork Clock Co., Inc., 1 Grove St., Mt. Vernon, N. Y.  
 Trachtenberg, Sel G. & Son, 115 W. 50th St., New York 24, N. Y.  
 Trane Co., La Crosse, Wis.  
 Travelers Insurance Co., Hartford, Conn.  
 Trico Chemical Div., Tri-State Equipment Co., 4033 Cleveland Bldg., 1010 Euclid Ave., Cleveland 15, Ohio.  
 Trico Fuse Mfg. Co., 2945 N. Fifth St., Milwaukee 12, Wis.  
 Trico & Mfg. Co., 2714 W. 21st, Chicago, Ill.  
 Tri-Fak Machinery Service, Inc., Box 1225, Harlingen, Texas.  
 Triplex Electric, Inc., 3601 S. Racine Ave., Chicago 9, Ill.  
 Trojan Button Co., 216 W. Jackson Blvd., Chicago 6, Ill.  
 Tropics Paint & Oil Co., 1242-1256 W. 70th St., Cleveland 2, Ohio.  
 Troy Engine & Machine Co., 2400 Railroad Ave., Troy, Pa.  
 Troy Laundry Machinery Div., American Machine & Metals, Inc., East Moline, Ill.  
 Troy Sandstone Co., Troy, Ohio.  
 Tru-Color Dye Works, Cooper Ave. & Dry Harbor Rd., Brooklyn 27, N. Y.  
 Tru-Shen Corp., 1230 Edward St., Richmond, Cal.

Turner Products, Inc., 6155 S. Central Ave., Los Angeles 1, Cal.  
 Tyron Sales Co., Inc., 1212 Washington Ave., Houston, Texas.

## U

Union Iron Works, 15th & Cascade St., Erie, Pa.  
 Union Oil Co. of California, Los Angeles, Cal.  
 Unipress Co., 2800 Lyndale Ave., S., Minneapolis 8, Minn.  
 United Autographic Register Co., 5800 S. California Ave., Chicago, Ill.  
 United Cotton Goods Co., Inc., 101 E. Broadway, Griffin, Ga.  
 United Electric Motor Co., 178 Center St., New York 18, N. Y.  
 United Fabric Co., 223 W. Jackson Blvd., Chicago, Ill.  
 United Print Shop, 283 Seventh Ave., New York 1, N. Y.  
 U. S. Billed Stitch Machine Co., 312 Seventh Ave., New York, N. Y.  
 U. S. Gauge Div., American Machine & Metals, Inc., Clymer Ave., Sellersville, Pa.  
 U. S. Gotta Percha Paint Co., 10 Dudley St., Providence 1, R. I.  
 U. S. Hoffman Machinery Corp., 105 Fourth Ave., New York 5, N. Y.  
 U. S. Machine Corp., Lebanon, Ind.  
 U. S. Machine Tag Co., Inc., 718 Atlantic Ave., Brooklyn 17, N. Y.  
 U. S. Rubber Co., 1250 Ave. of the Americas, New York 20, N. Y.  
 U. S. Rubber Co., Kaylon Div., 407 N. Main St., Minnawaka, Ind.  
 U. S. Stoneware Co., 60 E. 42nd St., New York 17, N. Y.  
 U. S. Tissue Converting Co., 1848 W. Washington Blvd., Los Angeles 7, Cal.  
 United Vacuum Appliances Corp., 150 S. Central Ave., Connersville, Ind.  
 Universal Laundry Machinery Co., 3825 Forest Park Blvd., St. Louis 8, Mo.  
 Universal Sanitizing Equipment, Inc., 230 W. 57th St., New York 19, N. Y.

## V

V & W Equipment Co., 17 Foundry, N.W., Atlanta 3, Ga.  
 Valburn Div., American Marietta Co., 43 E. Ohio St., Chicago 11, Ill.  
 Valstar Distributor, Div. U. S. Hoffman Machinery Corp., 105 Fourth Ave., New York 3, N. Y.  
 Van Chemical Co., 539 Third St., Detroit 26, Mich.  
 Vanette Div., Brooks & Perkins, Inc., 2445 Woodward Ave., Detroit 1, Mich.  
 Veeder-Ross, Inc., 30 Sargent, Hartford 2, Conn.  
 Velocity Steam Production Engineering, Inc., 38 S. Dearborn St., Chicago 5, Ill.  
 Vic Cleaning Machine Co., 1313 Hawthorne Ave., Minneapolis 5, Minn.  
 Victor Chemical Works, 141 W. Jackson Blvd., Chicago 4, Ill.  
 Victor Lubricator Sales Co., Mildred & North Aves., Antioch, Ill.  
 Viking Pump Co., Fourth & Newman Sts., Cedar Falls, Iowa.  
 Virginia-Carolina Laundry Supply Corp., 212 W. Seventh St., Richmond, Va.  
 Virginia Greenstone Co., Inc., Fort Ave. & Thurman, Lynchburg, Va.  
 Virginia Leather Co., 2210-2216 McDougall St., Richmond 24, Va.  
 Virginia Smelting Co., Third Ave. & Jefferson St., West Norfolk, Va.  
 Vita-War Corp., 48 Albert Ave., Newark 2, N. J.  
 Volk, Lawrence B., 1221 Washington Ave., Scranton, Pa.

## W

Wagner Awning & Mfg. Co., 2658 Scranton Rd., Cleveland 1, Ohio.  
 Wagner Sign Service, Inc., 212 Hoyne Ave., Chicago 15, Ill.  
 Waldorf Paper Products Co., 2236 Myrtle Ave., St. Paul, Minn.  
 Wallace & Tiernan Products, Inc., 1 Main St., Sellersville 9, N. J.  
 Wallerstein Co., Inc., 180 Madison Ave., New York 16, N. Y.  
 Walsh Packing Co., 204-210 Race St., Philadelphia 6, Pa.  
 Walton Truck Co., 78 Fifth Ave., New York 11, N. Y.  
 Walworth Co., 60 E. 42nd St., New York 17, N. Y.  
 Ware Laboratories, 1640 W. Vernon, Los Angeles 37, Cal.  
 Warren Belling Co., Inc., 33 Artie St., Worcester 3, Mass.  
 Warwick Chemical Co., 580 Fifth Ave., New York 19, N. Y.

Washine National Sands, Inc., 35-45 Northern Blvd., Long Island City 1, N. Y.  
 Water Service Laboratories, Inc., 423 W. 126th St., New York 27, N. Y.  
 Watson-Standard Co., 525 Galveston Ave., Pittsburgh 12, Pa.  
 Wayne Pump Co., 534 Tecumseh St., Fort Wayne 4, Ind.  
 Weaver-Bair, Sweetland Bldg., Cleveland 15, Ohio  
 Weaver Masters, Inc., 413 Race St., Cincinnati, Ohio  
 Webb Belling Co., 1501-1507 W. 136th St., Kansas City 7, Mo.  
 Webster, Warren, & Co., 17th & Federal Sts., Camden, N. J.  
 Werk, M., Co., Murray Bld., St. Bernard, Cincinnati 17, Ohio  
 Westcott Products Corp., 131 Lincoln Ave., New York 64, N. Y.  
 West Coast Laundry Machinery Co., 8548 17th St., San Francisco 10, Cal.  
 Western Laundry Machinery Co., 10th & Fayette, North Kansas City 18, Mo.  
 Western Laundry Press Co., 619 S. Fifth West St., Salt Lake City, Utah  
 Western Pump Co., Ltd., 602 W. Santa Clara St., San Jose 1, Cal.  
 Westinghouse Air Brake Co., Industrial Products Div., Wheeling, Pa.  
 Westinghouse Electric Corp., Lamp Div., Bloomfield, N. J.  
 Weston Electrical Instrument Corp., 614 Frelinghuysen Ave., Newark 5, N. J.  
 West Side Corp., 177 E. 123rd St., New York 35, N. Y.  
 Westvaco Chemical Div., Food Machinery & Chemical Corp., 405 Lexington Ave., New York 17, N. Y.  
 Whitcomb Products, Inc., 366 Furnan St., Brooklyn 2, N. Y.  
 White Machine Co., Inc., 104-106 Livingston St., Newark 3, N. J.  
 White Motor Co., 847 E. 79th St., Cleveland, Ohio  
 Whitlock Mfg. Co., 60 South St., Hartford, Conn.

Whitman Supply Co., 131 Lincoln Ave., New York 54, N. Y.  
 Whitney Chain & Mfg. Co., 227 Hamilton St., Hartford 2, Conn.  
 Wichita Fasteners Tool Co., Inc., 430-434 N. Sumner, Wichita 12, Kans.  
 Wilber & Williams Co., Greenleaf & Leon Sts., Boston 15, Mass.  
 Wilcox Equipment Co., 5119 Ross Ave., Dallas 1, Texas  
 Will-Burt Co., Orrville, Ohio  
 Williams & Davis Boiler & Welding Co., Inc., 2527 Canton St., Dallas 1, Texas  
 Williams Laundry Machinery Co., Inc., 37-10 33rd St., Long Island City 1, N. Y.  
 Williams, I. B., & Sons, 51 Washington, Dover, N. H.  
 Wilson, A. L., Chemical Co., 35 Pennie Ave., Kearny, N. J.  
 Windsor Chemical Co., P. O. Box 6, Peekskill, N. Y.  
 Wisniewski, Joe L., 281 S. Hilton St., Baltimore 29, Md.  
 Wiss Specialties & Mfg. Corp., 1348-50 12th St., Denver 4, Colo.  
 Wisard Weavers, 155 E. Gay St., Columbus 15, Ohio  
 Wolf, Jacques, & Co., Box 839, Passaic, N. J.  
 Wolf Machine Co., 908 E. Eighth St., Cincinnati 2, Ohio  
 Wolfe, A. F., Co., 1902 Silver St., New Albany, Ind.  
 Wolverine Sales, 109 N. Pleasant St., Belding, Mich.  
 Wonder Weavers, 44 Whalley Ave., New Haven, Conn.  
 Wood Conversion Co., First National Bank Bldg., St. Paul 1, Minn.  
 Woodhead Insurance Agency, 510 Insurance Exchange Bldg., Kansas City 6, Mo.  
 Wood's, T. B., Boat Co., Fifth Ave., Chambersburg, Pa.  
 Worcester Salt Co., 40 Worth St., New York 13, N. Y.  
 Worcester, Smith & Loomis, Inc., 77 Washington St., N., Boston 14, Mass.

Worthington Pump & Machine Corp., Worthington Ave., Harrison, N. J.  
 Wright-Austin Co., 3245 W. Woodbridge St., Detroit 28, Mich.  
 Wyandotte Chemicals Corp., Biddle Ave., Wyandotte, Mich.  
 Wyntens Mining Co., 531 First Federal Bldg., St. Paul 1, Minn.

## Y

Yarnall-Worling Co., 134 Mermaid Ave., Philadelphia 18, Pa.  
 Yarns Bros. Co., 1433 N. Dayton St., Chicago 22, Ill.  
 York-Shipley, Inc., York, Pa.  
 Young Radiator Co., 709 S. Marquette St., Racine, Wis.  
 Youngstown Container Corp., 7360 Pileas St., Pittsburgh 8, Pa.

## Z

Zeldner Mfg. Co., 61 Westchester Ave., White Plains, N. Y.  
 Zellerbach, Nathan, & Co., 2106 Washington Ave., New York, N. Y.  
 Zephyr Laundry Machinery Co., La Salle & Huron Sts., Chicago 10, Ill.  
 Zero Water Softener Mfg. Co., 4985 Elston Ave., Chicago 30, Ill.  
 Zuckenberg Co., 87 Franklin St., New York 13, N. Y.



# Local Buyers' Guide

**geographical directory  
of manufacturers, direct branch offices,  
jobbers and distributors**

## ALABAMA

### ANNISTON

Federal Products Co., Inc.

### BIRMINGHAM

**Allegheny-Ludium Steel Corp.**, 710 N. 19th St.  
Armour & Co., 900 1/2 N. 21st St.  
Armstrong Machinery Co., 424 S. 20th St. (E)  
Hallard, W. F. Co., 1021 First Ave. (E & S)  
Barrett Div., Allied Chemical & Dye Corp.  
Bergner Mfg. Div., Republic Steel Corp., 1007 Empire Bldg.  
Bristol Co., Comer Bldg.  
Crane Co., 2 S. 26th St.  
Foxboro Co., P. O. Box 100  
Garlock Packing Co., 619 S. 19th St.  
General Chemical Div., Allied Chemical & Dye Corp., 2815 Morris Ave.  
Ingersoll-Rand Co., 1700 Third Ave., S.  
**Kewanee Boiler Corp.**, 2204 Comer Bldg.  
Klemm, Inc., 1900 90th Pl., N.  
Lark-Bell Co., Comer Bldg.  
M & B Metal, 4015 Morris Ave.  
Middlebrooks Laundry Machinery Co., 404 S. 26th St. (E)  
**Morris & Schels Co.**, 214 W. 25th St. (E & S)  
Rapids-Standard Co., Inc., 119 1/2 N. 18th St.  
Reliance Electric & Engineering Co., 1732 First Ave., N.  
Rise, F. H. & Co., Inc., 202 S. 12th St. (E & S)  
**U. S. Hoffman Machinery Corp.**, 2112 Seventh Ave., S.  
Wittichen Chemical Co., 1800 Second Ave., S. (S)  
Worthington Pump & Machinery Corp., 417 Wells Bldg.

### CADSDEN

Puckett & Co., 623 Henry St. (S)

### LEEDS

Star Service Hanger Div., L. A. Young Spring & Wire Corp.

### MOBILE

Bemis Bros. Bag Co., P. O. Box 1672  
Crane Co., 200 N. Royal St.  
**Midland Paint & Varnish Co.**, 1715 Old Shell Bldg.

### MONTGOMERY

Dixie Laundry Machinery Co., 229 Houston St. (E)

### Dixie Laundry Machinery Co.

**COMPLETE LAUNDRY &  
DRY CLEANING EQUIPMENT**

Tel.: Montgomery 5129 or 35301  
229 Houston St., Montgomery 7, Ala.

Franklin Equipment Co., 219 Houston St. (E)

## ARIZONA

### PHOENIX

Chiseman, E. L. Co., Inc., 110 W. Adams St.  
Crane Co., 219 S. First Ave.  
Mofford Chemical Co., 223 W. Jackson St. (S)  
Western Chemical Co., 625 S. Fifth St.

### TUCSON

Crane Co., 34 E. Toole Ave.  
Western Chemical Co., 297 E. Pennington (E & S)

## ARKANSAS

### FORT SMITH

Crane Co., 221 S. Ninth St.  
McClinton Sales & Service Co., 301 N. Ninth (E & S)  
United Machinery Co., 110 N. 18th St. (E)

### LITTLE ROCK

Arkansas Paper Co., 622 E. Markham St. (S)  
Capitol Chemical & Supply Co., 1214-16 Main St. (E & S)  
Crane Co., 150 Commerce St.  
Ramelli, Rudolph, Inc., 200 E. Markham

### TEXARKANA

Louisiana Paper Co., Ltd. (S)

## CALIFORNIA

### ALAMEDA

Hatters Supply House, Inc., 613 Central Ave.

### ATASCADERO

Haertel, Walter, Co., P. O. Box 943

### BELL GARDENS

Brewer Co., 1406 Clara St.

### BERKELEY

Colgate-Palmolive-Peet Co., 2700 Shattuck St.

### CULVER CITY

National Dye House, 5813 W. Washington Blvd.

### DIABLO

Oakm, Edwin S., Co., Box 36 (E & S)

## EL MONTE

Clayton Mfg. Co., P. O. Box 100

## EMERYVILLE

Reider Corp., 4043 Marian St.

## ESCONDIDO

Hoover's, Joe R., Cleaning & Laundry Supply Co., P. O. Box 681

## FRESNO

Hidebrand Supply & Equipment Co., 223 Fresno St. (E & S)  
Mitchell, J. B., Co., 4015-16 W. Jefferson Blvd.  
Naman Supply & Equipment Co., 2107 E. Tulare (E & S)

## GLENDALE

California Cleaners Equipment & Supplies, 1900 S. Central (E & S)  
Chicago Metal Hose Corp., 100 Glendale Ave., S.  
Newhouse Co., 1115 E. Colorado Blvd.

## HUNTINGTON PARK

Huntington Supply Co., 6005 Santa Fe Ave. (S)

## LONG BEACH

Campbell, J. A., Co., 945 E. Wardlow Rd.  
Coonan Supply, 413 E. Third St. (E & S)  
Crane Co., 624 W. Anaheim St.  
Darnell Corp., Ltd., 3517 E. 11th St.

## LOS ANGELES

Alex Supply Co., 3219 S. Main St. (S)  
**Allegheny-Ludium Steel Corp.**, 4915 Pacific Blvd.  
Amber Mfg. Co., 807 S. Union Ave.  
Americana Airlines Products, Inc., 1012 S. Grand Ave.  
American Brake Shoe Co., Kellogg Div., 1214 Venice Blvd.  
American Chemical & Products Co., 3257 Canfield Ave.  
American Coat Hanger Mfg. & Specialty Co., 6210 W. Jefferson Blvd.  
American Hair & Felt Co., 1336 N. Dittman  
Americana - La France - Foamite Corp., 723 E. Eighth St.  
**American Laundry Machinery Co.**, 1445 E. Fourth St.  
American Mineral Spirits Co., 355 S. Flower St.  
Angelica Uniform Co., 1101 S. Main St.  
Arnica Laboratories, 1900 E. 9th St.  
Atlantic Steingruef Co., Inc., 2222 E. Seventh St.  
Baley Meter Co., 1700 W. Eighth St.  
(Continued on next page)

### BOLD TYPE LISTINGS

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## Los Angeles (Continued)

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 Basma Bros. Bag Co., 1401 E. Stadium Ave.  
 Berger Mfg. Div., Republic Steel Corp., 1400  
 S. Stadium Ave.  
 Blackmer Pump Co., 726 E. Washington Blvd.  
 Bowser, Inc., 2043 W. Seventh St.  
 Brown, Philip N., Inc., 2404 W. Washington (E)  
 Brillo Mfg. Co., Inc., 123 N. Western Ave.  
 Bristol Co., 410 E. Spring St.  
 Browning, E. S. Co., 1430 E. 12th St. (S)  
 Carbide & Carbon Chemicals Corp., Unit of Union  
 Carbide & Carbon Corp., 418 W. Eighth St.  
 Cash, J. & J., Inc., 6015 E. Conover Pl.  
 Challenge Marking Tag Co., 4210 W. Jefferson  
 Blvd.  
 Chlorine Substations, Inc., 6019 S. Riverside Dr.  
 Christman, E. L. Co., Inc., 5333 Compton Ave.  
 Chubb, W. M., Mfg. Co., Inc., 6023 W. Jefferson  
 Blvd.  
 Clothier Blumch Co., 1033 Kinross St.  
 Continental Car-Na-Vac Corp., 515 W. Olympic  
 Blvd.  
 Cooper-Bussmer Corp., 440 E. 41st St.  
 Coscolague, John E., 2806 W. Stadium St. (S)  
 Crane Co., 331 E. Third St.  
 Croucher-Wheeler Electric Mfg. Co., Div. Justice  
 Mould Corp., 301 W. Fifth St.  
 Crosby Steam Gages & Valve Co., 1034 Santa Fe  
 Ave.  
 Cunningham Framing Machine Service, 1127 W.  
 29th St. (E)  
 Custer Engineering Co., 2128 W. Stadium Ave.  
 Cutler-Hammer, Inc., 1331 Santa Fe Ave.  
 Davis, E. H. Mfg. Corp., 2415 E. 2nd St.  
 De Laval Steam Turbine Co., 126 W. Fourth St.  
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 624 E. Spring St.  
 Electric Storage Battery Co., 1043 E. Grand Ave.  
 Elliott Co., Petroleum Bldg.  
 Engineer Co., 200 W. 12th St.  
 Falmer Bearing Co., 1615 E. Flower St.  
 Filtrac Corp., 727 W. Seventh St.  
 Foster Machinery Co., 1120 E. 58th St. (E)  
 Foxboro Co., 2207 E. Eighth St.  
 Franklin Research Co., 1501 E. First St.  
 GMC Truck & Coach, Inc., General Motors  
 Corp., 1440 E. Washington Blvd.  
 Garlock Packing Co., 1203 E. Eighth St.  
 Garment Hanger Co., 254 Geraldine St.  
 General Chemical Div., Allied Chemical & Dye  
 Corp., 1151 S. Broadway  
 General Pacific Corp., 1501 E. Washington Blvd.  
 Goss-Jewett & Co., 181 Bay St. (S)  
 Hagaman, Thad., 400 E. Main St. (E & S)  
 Handy Speciation, 910 W. Pine Blvd.  
 Hardin, J. L., Distributing Co., 807 Hooper Ave.  
 Hart-Cobb-Carley Co., 819 S. Los Angeles  
 Baskette Mfg. Corp., 438 Chamber of Com-  
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 Hill Floor Machine Co., 4771 W. Third St.  
 Hill Bros. Chemical Co., 2135 Bay St. (S)  
 Holt Mfg. Co., 4119 E. Washington  
 Horn, A. C. Co., Inc., 1319 E. Main St.  
 Howe Scales Co., 1207 E. Eighth St.  
 Hubinger Co., 1340 Whelan St.  
 Imperial Chemical Co., 2007 Haynes St. (S)  
 Indiana Mfg. Co., Inc., 620 E. Main St.  
 Ingersoll-Rand Co., 1400 E. Fourth St.  
 Ink-O Products Co., 8101 Monte Vista St.  
 International Nickel Co., Petroleum Bldg.  
 Johns-Manville, 814 W. Fifth St.  
 Kellogg Products, Inc., P. O. Box 3217, Terminal  
 Annex Station  
 Kewanee Boiler Corp., 220 Crocker St.  
 Kidde, Walter & Co., Inc., 2537 W. Washington  
 Blvd.  
 Kimball, A. Co., 780 S. Los Angeles St.  
 Kirk's Leather Cleaners, 7225 Melrose Ave.  
 Kohnstamm, H. & Co., Inc., 4730 District  
 Blvd. (E & S)  
 Lammson Corp., Bowser Div., 200 W. Pine Blvd.  
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 Little Giant Specialties, 1375 Riverside Dr.  
 Los Angeles Chemical Co., 1860 Santa Fe Ave. (S)  
 Los Angeles Hose Co., 100 E. First St. (S)  
 Lynech, John P. Co., 1319 Santa Fe Ave. (E & S)  
 Malineckrodt Chemical Works, 923 E. Third St.  
 Mason-Neilon Register Co., 1437 S. Conover St.  
 Mafford Chemical Co., 1029 Santa Fe Ave. (S)  
 Mathew, Lee B. Co., 408 E. Main St.  
 Miller, A. O. Co., 305 E. Third St.  
 Mitchell, Clinton H., 7660 Woodrow Wilson Dr.  
 Mitchell, J. B. Co., 4914-25 W. Jefferson Blvd.  
 (E)  
 Mundt Builders, Inc., 1000 N. Indiana St.  
 Nagel Coat Hanger Co., 2213 E. San Pedro St.  
 National Aerial Bureau Co., 811 W. Seventh St.  
 North American Electric Lamp Co., 1512 Metro  
 St.  
 Nunda Products Co., Inc., 912 E. Third St.  
 Owens-Corning Fiberglass Corp., 2445 W. Eighth  
 St.  
 Pacific Alkali Co., 7223 S. Santa Fe Ave.  
 Pacific Alkali Co., 420 W. Third St.  
 Pacific Coat Hanger Mfg. Co., 6719 Avalon Blvd.  
 Pantex Mfg. Corp., 1235 S. Olive St.  
 Parker, Sid E., Boiler Mfg. Co., Inc., 3035 E.  
 8th St.  
 Patck & Co., 922 E. Anderson St. (E & S)

Perkins Pump Div., Food Machinery Corp., 301  
 West Ave., 36  
 Pennsylvania Salt Mfg. Co., 4200 Loma  
 Vista Ave.  
 Permutit Co., 104 W. Sixth St.  
 Powers Development Co., 1005 Ingraham St.  
 Powers Regulator Co., 1008 W. Eighth St.  
 Present, Geo. M. Co., 1207 E. 25th St. (E)  
 Procter & Gamble Distributing Co., 608  
 Chambers of Commerce Bldg., 1141 S.  
 Broadway  
 Prosperity Co., Inc., 2478 W. Washington  
 Blvd.  
 Pryor, William, Inc., 913 E. Olive St.  
 R. M. F. Electric Co., 717 Maltman Ave.  
 Radiant Drying Co., 1400 Vine St.  
 Ramorak Corp., 205 S. Broadway  
 Refining Corp., 205 W. Fifth  
 Rivers Copper & Brass, Inc., 714 W. Olympic  
 Blvd.  
 Rickes, S. & Sons, 6045 S. District Blvd. (E)  
 Reort Laundry Machinery Corp., 2000 Laura  
 Avenue Hunting Park  
 Roman, George Co., 734 Stanford Ave.  
 Ross, Sam, Laundry Machinery Co., 410 W.  
 12th St. (E)  
 Rothman, Inc., 1015 E. Eighth St.  
 Sac-O-Matic Corp., 3720 S. Normandie St.  
 Sank, Fred C. Co., 6201 S. Main St. (E)  
 Smith, E. W., Chemical Co., 3490 Union Pacific  
 Blvd.  
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Calvert Aniline & Chemical Co., 223 Walnut St. (S)

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Cargy, Philip, Mfg. Co., 217-219 E. Eighth St. (E & S)  
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Clayton Corp., Clayton Bldg.  
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Am Chemical Products Co., 2207 W. 26th St. (S)  
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Bronson Supply Co., 4129 State St. (E & S)  
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Eric Enameling Co., 1920 Woodward St.  
Northern Equipment Co., 1945 Grove Dr.  
Reed Mfg. Co., 1425 W. Eighth St.  
Rubenoid Co., 16th St.  
Taylor, R. D. Co., 1244 Parade St. (S)  
Union Iron Works, 15th & Canada Sts.**GETTYSBURG**

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**GLASSPORT**

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**HARRISBURG**Carr, Philip, Mfg. Co., 154-158 S. 18th St.  
Kewanee Boiler Corp., 277 Cumberland St.**HATBORO**

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Hopkins Equipment Co., 60 Maple Ave.

**JEANNETTE**Elliott Co.  
Pennsylvania Rubber Co., Penn-Craft Park



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**Tyngburn, C. J.**, Div., Forthright Products Corp.,  
 17th & Chestnut Sts.  
**Tyngburn, L.**, Div., Forthright Products Corp., at Alle-  
 ghany Ave.  
**Tri-State Equipment Co.**, 1811 Widener Bldg. (E)  
**U. S. Gauge Div.**, American Machine & Metal  
 Co., Broad & Chestnut Sts.  
**U. S. Hoffman Machinery Corp.**, 1210-12  
 Race St.  
**Van der Horst, Inc.**, 401 N. Broad St.  
**Walsh Packing Co.**, 208-210 Race St.  
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**Wellington Brass Co.**, 1915 Chestnut St., Room  
 203  
**Westinghouse Electric Corp.**, Lamp Div., 2001  
 Walnut St.  
**Westman Chemical Div.**, Food Machinery &  
 Chemical Corp., 1421 Chestnut St.  
**Whitlock Mfg. Co.**, 2306 Chestnut St.  
**William Seng & Chemical Co.**, 2025 E. Wabash  
 St. (E)  
**Wilson Laundry Machinery Co.**, 3642 Cothurn  
 St. (E)  
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 (E)  
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**Wyandotte Chemicals Corp.**, 606 Liberty  
 Street Bldg.  
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 Oliver Bldg.  
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**Anglian Uniform Co.**, 124 Stacey St.  
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**Boyer Mfg. Co.**, Oliver Bldg., Room 902  
**Borg Mfg. Div.**, Republic Steel Corp., 203  
 Chamber of Commerce Bldg.  
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**Bretzel Co.**, 210 E. Parkway, N. E.  
**Calgine, Inc.**, Magna Bldg., 323 Fourth  
 Ave.  
**Canton Stoker Corp.**, P. O. Box 4301, Bellevue  
 Station  
**Carbide & Carbon Chemicals Corp.**, Unit of  
 Union Carbide & Carbon Corp., 311 Room St.  
**Carver, Philip Mfg. Co.**, Corbin Station  
**Garman Pittsburgh Co.**, Inc., 4480 Fort-  
 gan St. (E & S)  
**Caroline-Blinn Steel Corp.**, Carnegie Bldg.  
**Chicago Metal Hose Corp.**, 3273 W.  
 Liberty St.  
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**Cresker-Wooder Electric Mfg. Co.**, Div., Zimhus  
 Ready Iron Works, 1101 Grant Bldg.  
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**Diamond Lkali Co.**, 345 Southfield  
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 (E)  
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 Bldg.  
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 Bldg.  
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 Bldg.  
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 Progress Gas Bldg.  
**Hild Floor Machine Co.**, 428 Third St.  
**Hood Chemical Co.**, Inc., Crescent Div., 223  
 Oliver Ave.  
**Hovey Soda Co.**, 2217 Fifth Ave.  
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 leman St., Northside (E & S)  
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 Annex  
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## LAUNDRIES and CLEANING PLANTS FOR SALE

**LAUNDRY PLANTS and DRYCLEANING PLANTS.** 100% PROPOSITIONS. New York, New Jersey, Connecticut, Pennsylvania. Other Sections—WHERE DO YOU WISH TO LOCATE? Richard J. Muller—Lic. Broker, 89-16 184 St., Jamaica 3, N. Y. Tel REpublic 9-3016. 4646-2

**LAUNDRY IN DETROIT, MICHIGAN. WELL ESTABLISHED NAME. SALES** in 1949 over \$250,000. Over \$40,000 in new equipment since 1948. **REASONABLY PRICED WITH TERMS ARRANGED TO SUIT. ADDRESS:** Box 9058, STARCHROOM LAUNDRY JOURNAL. -2

**THRIVING LAUNDRY BUSINESS FOR SALE:** Rare opportunity to buy prosperous laundry in progressive, energetic middle-west community of 80,000—center of active trading area. Established over 30 years—annual gross sales consistently around \$90,000! Unlimited possibilities for aggressive management. Modern mechanical equipment and methods throughout. All first-class condition. Priced low enough to return immediate profits! Woman owner retiring. **ADDRESS:** Box 9053, STARCHROOM LAUNDRY JOURNAL. -2

Laundry in Northern Arizona. Established 35 years—no competition—good equipment—fine climate—no indebtedness. Located next to Post-office and Bank. Equipped to do \$2,000 weekly—now doing approximately \$1,400 weekly. Price of business \$35,000, long lease or \$40,000 including real estate. Owner has other interests. **ADDRESS:** Box 9058, STARCHROOM LAUNDRY JOURNAL. -2

**LAUNDRY PLANT FOR SALE:** New York, \$4,600 weekly sales finished work. Long lease. Prime location. Cash and carry potential. Streamlined layout. Can expand volume in present spacious building. Excellent equipment and power plant well maintained. Clean, straightforward opportunity to buy long established business. Quality reputation. Price \$135,000. Terms to responsible buyer. Victor Kramer Co., 545 - 5th Ave., New York 17, N. Y. 9066-8

Must sell laundry established 25 years—every year showing a profit. Operating only 10 weeks each Summer. Must retire account sickness. Bibby's Laundry, Schraon Lake, New York. 9074-2

For Sale: Laundry doing an excellent job, volume over \$800,000 yearly. Well established, modern equipment. \$75,000 Cash needed, balance financed, building included. **ADDRESS:** Box 9075, STARCHROOM LAUNDRY JOURNAL. -2

**LAUNDRY AND DRYCLEANING PLANT IN ROCKY MOUNTAIN AREA, WELL ESTABLISHED,** doing over \$100,000 yearly. Good labor conditions, lots of new equipment. Sell with or without real estate. **ADDRESS:** Box 9076, STARCHROOM LAUNDRY JOURNAL. -2

Laundry (For Sale) in most prosperous city in the Fox River Valley of Wisconsin. Volume \$30,000 annually, 100% cash and carry business. New, modern brick building, one-story. Long lease with option to buy Real Estate. Ill health. **ADDRESS:** Box 9079, STARCHROOM LAUNDRY JOURNAL. -2

Only plant located in **HIGH INCOME SUBURB OF NEW ENGLAND CITY** on direct downtown artery. All post war equipment. Spacious building in excellent condition on large owner lot. \$38,000. **ADDRESS:** Box 9080, STARCHROOM LAUNDRY JOURNAL. -2

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**RUG DYEING PLANT,** fully equipped, going wholesale business. Approximately \$80,000 volume. Metropolitan New York area. Owners have other interests. **ADDRESS:** Box 9085, STARCHROOM LAUNDRY JOURNAL. -2

**LAUNDRY AND DRYCLEANING PLANT** in town of 4,500 population. Gross 1949, \$30,000. Sale includes brick building, equipment and inventory. Priced to sell at once. **CLAYTON LAUNDRY & CLEANERS, CLAYTON, NEW MEXICO.** 9092-4

Laundry and new Hoffman 140-F Cleaning Unit—only plant in **MISSOURI** county seat town of 7,000, \$78,000 in '49, good profit, 14% gain over '48. Good labor supply. Owner has business interests out of state. Reasonable price, with or without real estate. **ADDRESS:** Box 8049, STARCHROOM LAUNDRY JOURNAL. -2

**FOR SALE:** One of the finest, one-floor laundry, drycleaning and fur storage plants in the Middle West, annual business of \$300,000—modern sprinkled plant. All inquiries will be considered confidential and do not answer unless prepared to invest \$65,000, balance over a 10-year period. This is a profitable plant in one of the best and fastest-growing communities in the country. Valid reasons for offering this outstanding plant at this time. **ADDRESS:** Box 9097, STARCHROOM LAUNDRY JOURNAL. -2

**SMALL LAUNDRY FOR SALE BY OLD-ESTABLISHED COMPANY.** Unusual opportunity both as to price and business. For full particulars write: Box 9108, STARCHROOM LAUNDRY JOURNAL. -2

**OREGON—Complete and modern, late type equipment in good condition. Steady volume year around. New cement block building and inventory of supplies. Illness in family. ADDRESS:** Box 9104, STARCHROOM LAUNDRY JOURNAL. -2

Small laundry and cleaning plant in Illinois, well equipped, \$25,000 yearly volume, only laundry in county, drawing population of 25,000. Priced to sell. **ADDRESS:** Box 9106, STARCHROOM LAUNDRY JOURNAL. -2

**LAUNDRY** featuring shirts (100% cash-carry) batchelor service, 6 blocks from city center, doing \$400 to \$700 weekly. Will sell laundry, or laundry and property, or 49% interest to qualified party—this money to be put back into business. Owen M. Miller, 217 So. Bernard St., Spokane 8, Washington. Riverside 4760. 9108-2

For Sale: Laundry, automatic service and complete laundry equipment. Going overseas. Will sell at bargain. H. W. Mendenhall, Box 488, Lawrenceville, Illinois. 9109-2

**DENVER, COLORADO:** Small laundry covering limited part of Denver, 9 wash wheels, 3 extractors, dryer, 6-roll ironer, new gas boiler, finished department, 8 trucks, building, 35 years same owner. Write: G. P. Fairchild, 1874 Clermont, Denver, Colorado. 9110-2

Established laundry equipped for \$75,000 annually with or without real estate. Prosperous Wisconsin city within 100 miles of Milwaukee—Terms. **ADDRESS:** Box 9112, STARCHROOM LAUNDRY JOURNAL. -2

Large Laundry and Drycleaning Plant established and doing business over 25 years. Trucks pick up from routes in radius of 35 miles. Building 50'x100' plus additions. Nets over \$1,000 per month. Very reasonably priced, should pay out entire investment in 4 years. Owner tired, and tired of fooling with help and details. Write: Stuart W. Hannab, Real Estate, Shelby, Montana. -2

## LAUNDRIES AND CLEANING PLANTS WANTED

**WANTED—PLANTS—ALL KINDS**—New York, New Jersey, Connecticut. **BUYERS WAITING—LIST YOURS.** RICHARD J. MULLER, Ltd. Broker, 89-16 184 St., Jamaica 3, N. Y. Tel. REpublic 9-5016. 4384-1

Capable laundryman interested in purchasing laundry and/or cleaning business. Can pay for business from profit and depreciation. All graduates will furnish best of references from employers and allied trades. Now employed as General Manager of plant doing \$200,000 per year. Prefer Midwest. ADDRESS: Box 9103, STARCHROOM LAUNDRY JOURNAL. -1

Wanted to buy: Well maintained plant with weekly sales of \$10,000 or more. Reply kept strictly confidential. ADDRESS: Box 9099, STARCHROOM LAUNDRY JOURNAL. -1

Wanted: Laundry—Drycleaning plant with approximately \$4,000 weekly volume in Mid West. Will pay maximum of \$100,000. ADDRESS: Box 9096, STARCHROOM LAUNDRY JOURNAL. -1

**DIAPER SERVICE.** Any location in United States. State price, terms and volume. Write: Repok Corporation, 697 West End Avenue, New York City 20, N. Y. 9194-1

Laundry and/or cleaning plant wanted by capable operator in South or Southwest. Volume in excess of \$100,000. ADDRESS: Box 9125, STARCHROOM LAUNDRY JOURNAL. -1

## WANTED TO LEASE

**WANTED—LEASE, WITH OPTION TO BUY,** complete Laundry and Drycleaning Plant, with volume of \$3,500 or more per week, located in Midwest. ADDRESS: Box 9090, STARCHROOM LAUNDRY JOURNAL. -17

**LAUNDRY AND DRYCLEANING PLANT** wanted to lease, with option to purchase, by reliable, experienced operator. Prefer location Midwest, West or South, \$2,500 to \$4,000 weekly volume. Good opportunity for aged owner or one with other interests to retire. ADDRESS: Box 9123, STARCHROOM LAUNDRY JOURNAL. -17

## PARTNERSHIP WANTED

**LAUNDRY MANAGER,** excellent record. Supply, family, drycleaning experience. Desires **PARTNERSHIP.** Moderate investment. ADDRESS: Box 9094, STARCHROOM LAUNDRY JOURNAL. -9

**PARTNER WANTED:** Looking for right man to buy out partner who is retiring due to health. Must be plant man. Business appraised at \$150,000, will sell 50% interest for \$50,000 with terms in order to get right man. Good profits on \$3,500 weekly volume. Will stand investigation. 80% gain over last year's figures. Opportunity of lifetime for right party. ADDRESS: Box 9101, STARCHROOM LAUNDRY JOURNAL. -9

**WANTED:** I own one-third interest in one of the outstanding laundry, drycleaning and fur storage plants in the Middle West, fast growing community, annual business of \$300,000—want to associate myself with A-1 production manager who can invest \$40,000 for a one-third interest and then we two acquire the remaining interest; this can be done over a ten-year period. This is a golden opportunity for the right man. My position is the office and accounting, salary and dividends make this an ideal set-up for the right man. All answers will be held confidential—do not answer unless you can fill the above requirements. ADDRESS: Box 9105, STARCHROOM LAUNDRY JOURNAL. -9

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\$5,000 Will buy complete laundry plant doing Diaper Service. Commercial Equipment, **EXCELLENT OPPORTUNITY.** ADDRESS: Box 8097, STARCHROOM LAUNDRY JOURNAL. -11

## LAUNDRY LISTS

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## PROFESSIONAL NOTICES

**CARRUTHERS' LAUNDRY BULLETIN**—the statistical Bulletin for the Laundry Industry—weekly sales reports—monthly cost trends and articles of timely interest. 44 Bulletins—\$12 annually. John Carruthers Co., Inc., 909 Little Building, Boston—a statistical organization affiliated with John Carruthers & Company, Accountants and Management Consultants, Boston, Hartford, and Washington. 3627-27

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**ARE YOU A HUBBARD SCHOOL GRADUATE?** Plant owners ask for them. No matter who or where you are, you get an "all-out" teaching service when taking a Hubbard Course. Ask for catalog covering ten approved courses. Hubbard Cleaning School, Silver Spring, Maryland. 8215-15

## HELP WANTED

**FOREMAN,** experienced to take charge of 30 girls in pressroom of an industrial laundry in the Middle West. Good Pay, steady employment and good opportunity for right man. ADDRESS: Box 9099, STARCHROOM LAUNDRY JOURNAL. -7

Production manager of modern laundry and drycleaning plant in Northern New Jersey. Must have thorough knowledge of employee training, productive methods, wage incentive, etc. Permanent position, good opportunity. ADDRESS: Box 9120, STARCHROOM LAUNDRY JOURNAL. -7

Finishing room foreman wanted for two flatwork ironers New York family work plant. Will have charge of finishing flatwork, wearing apparel, and shirts. Must be able to train employees to produce quality work economically. Give age, experience, references, expected salary, and draft status in first letter. ADDRESS: Box 9103, STARCHROOM LAUNDRY JOURNAL. -7

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**ACCOUNTING SERVICES, ADVISORS AND CONSULTANTS TO LAUNDRIES AND DRYCLEANERS SINCE 1919.** SAMUEL NEWBERGER & CO., 197 Highland Place, Brooklyn, N. Y. Applegate 7-5922. 6032-5

Laundry-Drycleaning manager, 25 years' practical experience all branches—retail, wholesale and institutional. Progressive executive with successful background of production sales and business engineering—personal training—labor relations. Competent accountant, cost analyst and reorganizer. College education. Relocation to drier climate advisable for family. Modest investment considered. Excellent opportunity for sick or retiring owner to secure a good man. ADDRESS: Box 9080, STARCHROOM LAUNDRY JOURNAL. -5

**POSITION WANTED: LAUNDRY SUPERINTENDENT.** MODERN HOSPITAL OR HOTEL. QUALITY AND COST CONSCIOUS. AVAILABLE WITHIN THIRTY DAYS. ABILITY TO HANDLE HELP AND GET ALONG WITH PEOPLE. EDUCATED, THOROUGHLY EXPERIENCED AND REFERENCE. ADDRESS: Box 9049, STARCHROOM LAUNDRY JOURNAL. -5

**EXPERIENCED LAUNDRY SUPERVISOR** with proven ability seeks permanent connection with broad outlook. Always produced excellent results. Intelligent, sober and dependable. First-class references. ADDRESS: Box 9126, STARCHROOM LAUNDRY JOURNAL. -5

**TOP-NOTCH LAUNDRY SPECIALIST** with 25 years of various practical experience in all phases of laundry operations wishes position as manager with reliable, modern plant located within the Metropolitan New York Area. Sober and fully efficient. A-1 references. ADDRESS: Box 9127, STARCHROOM LAUNDRY JOURNAL. -5

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**GEARS AND PARTS** on hand for practically all makes of washers, ironers, tumblers and extractors. Prompt delivery of replacement wooden shafts and cylinders, which we have been manufacturing for over 25 years. **CUMMINGS-LANDAU LAUNDRY MACHINERY CO.,** 313 Ten Eyck Street, BROOKLYN 4, N. Y. 2602-37

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Troy vertical self-oiling engine No. 15643, size 12x12 with fly-ball type governor. At 100 lb. steam pressure with 5 lb. back pressure, will develop 90 H.P. at 300 RPM. Manufacturer approves pressures up to 145 lb. with 25 lb. back pressure. Overall dimensions at largest point (shaft and fly wheel) 5'4"x5'11". Overall at base 3'9"x3'0". Height 9'8". 4" steam line, 5" exhaust line. May be used to run generator, compressor, blower, line shaft, etc. We bought this engine to run a line shaft. Needing repairs it was thoroughly reconditioned like new. (Rebored, new piston and rod, valve plate relined, crosshead guides rebored, new bearings.) We then decided to motorize the plant and the newly reconditioned engine was never installed. A buy at \$700, loaded on a truck. Will permit a responsible buyer to install and test before paying. **Caston Laundry Cleaning Co.,** 319 W. S. W., Canton 11, Ohio. 9094-56

Scuss Engine and GE Generator—250 volts, 30 AMP, 60 Cycle, 48 KW, 3 phase. **WILL SELL CHEAP.** City Cleaning & Laundry Co., 122 E. Woodruff Ave., Toledo, Ohio. 9091-54

**HOT WATER TANK,** 18,000-gal., Patterson-Kelley. Has copper heating coil, hot water and live steam heat transfer. Diameter 6'6". Good condition. Located near New York City. **ADDRESS:** Box 9084, STARCHROOM LAUNDRY JOURNAL. -36

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**REBUILT LAUNDRY AND DRYCLEANING MACHINERY** — washers, extractors, ironers, presses, tumblers, filters, stills, boilers. Large stock on the floor **READY FOR INSPECTION AND DELIVERY.** Complete plants installed. **IMPERIAL LAUNDRY MACHINERY CO.,** 245 Huron St., Brooklyn 22, N. Y. 4480-4

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**30" EXTRA DEEP AMERICAN or TROY EXTRACTORS,** with NEW electrical equipment. **EVANS AUTOMATIC SHIRT STARCHING MACHINE.** **CUMMINGS-LANDAU LAUNDRY MACHINERY CO.,** 313 Ten Eyck Street, BROOKLYN 4, N. Y. 4733-4

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**48" VIERSEN HIGH SPEED and 48" TOLHURST, DIRECT MOTOR DRIVEN EXTRACTORS.** Ready for immediate delivery. **CUMMINGS-LANDAU LAUNDRY MACHINERY CO.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4855-4

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**AMERICAN direct motor driven and belt driven 48" HUMATIC EXTRACTORS.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 5184-4

**4 AMERICAN 30 and 30 POUNDER, 3 COMPARTMENT AIRWAY TUMBLERS.** **CUMMINGS-LANDAU LAUNDRY MACHINERY CO.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4893-4

**TROY and AMERICAN LATE TYPE 4-ROLL 120" STREAMLINED FLATWORK IRONERS.** **READY FOR IMMEDIATE DELIVERY.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4412-4

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**AMERICAN and TROY 3 Roll 120" IRONERS,** ironing goods on both sides in single pass. Can be arranged for return feed. **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4764-4

**30 x 120" and 34 x 120" WILLEY ROYAL CALENDER FLATWORK IRONERS.** Quality production machines. Very reasonably priced. **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4767-4

**PONY WASHERS—MOTOR DRIVEN** 25 lbs. dry weight capacity, \$410 55 lbs. d.w. cap. \$425—50 lbs. d.w. cap. \$435—75 lbs. d.w. cap. \$445—**ALL PRICES FOR TROY, N. Y.—MANUFACTURED BY HOBERT EWING & SONS, INC., TROY, N. Y.** 4767-4

**8 ROLL 120" AMERICAN and TROY IRONERS.** **REBUILT IN NEW MACHINE CONDITION.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4772-4

**HIGH SPEED EXTRACTORS, AMERICAN 17" MONEX, 15" and 17" ROCK, 26" HOFFMAN WITH MONEL BASKET.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4664-4

**HANDY IRONERS, AMERICAN, TROY and POLAND** single roll flatwork and small plane ironers. **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4663-4

**AMERICAN 48x120" CYLINDER FLATWORK IRONER (3125 type)** with 4 PADDED PRESSURE ROLLS IN EXCELLENT CONDITION. **DOES QUALITY WORK. HIGH CAPACITY MACHINE AT LOW INVESTMENT VALUE.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4667-4

**AMERICAN and TROY 36" and 28" EXTRACTORS, BELT or MOTOR DRIVEN WITH NEW ELECTRICAL EQUIPMENT. READY FOR PROMPT DELIVERY.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4666-4

**Five 42x24" AMERICAN MASTER CASCADE DOUBLE END DRIVEN MONEL WASHERS** with 2 compartment, 2 door cylinders. **IN EXCELLENT CONDITION. SOME EQUIPPED WITH NEW MOTORS and CONTROLS.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4910-4

**AMERICAN 4 ROLL 100" and 118" STANDARD FLATWORK IRONERS, MOTOR DRIVEN, COMPLETE WITH VARIABLE SPEED MOTORS. NEW MACHINE GUARANTEE.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4913-4

**12x100" AMERICAN 41212 RETURN FEED FLATWORK IRONERS, MOTOR DRIVEN. PROSPERITY SUPER SPEEDSTER and AMERICAN SUPER ZARMO 31" BODY PRESSES. VERY REASONABLY PRICED.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4915-4

**40" ZEPHYR and 63" AMERICAN OPEN TOP EXTRACTORS WITH MONEL BASKETS, MOTOR DRIVEN.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4916-4

**48" HOFFMAN AMICO, FLETCHER WHIRLWIND and AMERICAN OPEN TOP MOTOR DRIVEN EXTRACTORS. READY FOR PROMPT DELIVERY.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4923-4

**48x24" AMERICAN MASTER CASCADE 3 POCKET MONEL WASHER, 30x24" and 24x34" ONE POCKET ONE DOOR MONEL WASHERS. ALL MOTOR DRIVEN.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 4924-4

**48x36" TROY PREMIER DOUBLE END DRIVEN 3 POCKET, 2 DOOR MONEL WASHER. TROY MERCURY 48" HIGH SPEED EXTRACTOR.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 7087-4

**120" RETURN FEED 3 ROLL AMERICAN and COLUMBIA FLATWORK IRONERS, MOTOR DRIVEN.** **CUMMINGS-LANDAU Laundry Machinery Co.,** 313 Ten Eyck Street, Brooklyn 4, N. Y. 7089-4

**AVAILABLE NOW IN YOUR LOCALITY.** Bargains in good, used equipment. **MARTIN EQUIPMENT CORPORATION, 729-C Hurst Avenue, Buffalo, New York.** 7064-4

**METAL CYLINDERS—TO REPLACE WOOD OR METAL,** in any size or type of laundry or drycleaning washer. Made of Monel, stainless steel or black metal, increase capacity, efficiency. Write for prices, giving size, number of partitions and doors, use of washers. **PROBT BROTHERS, 1221 Wade St., Indianapolis 3, Indiana.** 7065-4



## MACHINERY FOR SALE (Cont'd)

UNIFORMS, 2 and 4 GIRL ALL FINISHED SHIRT UNITS, IN OPERATION FOR LESS THAN 1 1/2 YEARS. LATEST MODELS. GUARANTEED NEW MACHINE CONDITION. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9030-4

PROSPERITY 2 GIRL SHIRTS UNIT, CONSISTING OF THE FOLLOWING PRESSER—COLLAR AND CUFF, BOSOM, YORE AND TWO LAY SLEEVES PRESS. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9074-4

5 WATERWAY COMBINATION WASHERS AND EXTRACTORS. PERFECT MACHINE FOR BLANKETS, WOOLENS AND OTHER SPECIALTIES AS WELL AS COLORED WORK. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9075-4

4—HOFFMAN DUAL COIL OPEN END TUMBLERS. MOTOR DRIVEN. IN VERY GOOD CONDITION, \$116 EACH. ADDRESS: Box 9076, STARCHROOM LAUNDRY JOURNAL. -4

15 POUND AMERICAN AND HOFFMAN MONEL METAL OPEN END WASHERS, MOTOR DRIVEN AND 34x30" HUEBSCH and HOFFMAN OPEN END TUMBLERS. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9078-4

50 Double Army Key Tag Sets—A 4 Style. Numbers 1 thru 50, \$2 each set F.O.B. Cincinnati. Less than 1/3 present day price. ADDRESS: Box 9079, STARCHROOM LAUNDRY JOURNAL. -4

1 National Wet Assembly Conveyor Circuit for use with all Key Tag Arms. U design measuring approximately 15' 4" long and 8' 7" wide on the inside, 110 trolleys. Excellent condition \$950 F.O.B. Cincinnati. Present price now is over \$2,000. ADDRESS: Box 9074, STARCHROOM LAUNDRY JOURNAL. -4

IMPERIAL Laundry Machinery Co., 345 Huron St., Brooklyn, N. Y. EV-9-5585, has large stock of new and rebuilt equipment on floor ready for inspection, reasonable prices and terms, one year guarantee. Individual machines or complete plants for laundry, synthetic and petroleum drycleaning furnished. List the machines you have for sale with us. 9001-4

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AMERICAN TILLOT 4 GIRL SHIRT UNIT. THOROUGHLY REBUILT IN NEW MACHINE CONDITION. READY FOR IMMEDIATE DELIVERY. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9014-4

48x78" AMERICAN MASTER CASCADE, SMITH DRUM and TROY PREMIER DIRECT MOTOR DRIVEN DOUBLE END DRIVE MONEL METAL WASHERS, 2 compartment 2 door cylinders. 25" HUEBSCH FULLY AUTOMATIC HANDECKIEF IRONER with FLUFFER. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9038-4

FLASH: TWO AMERICAN 189" STANDARD LATEST TYPE STREAMLINED FLATWORK IRONERS. IN EXCELLENT MECHANICAL CONDITION AND READY FOR IMMEDIATE DELIVERY. THESE TWO IRONERS REPRESENT EXCELLENT IRONER VALUE. INSPECTION INVITED. CUMMINGS-LANDAU Laundry Machinery Co., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9039-4

WILL SACRIFICE: Two like-new FANTOM FAST LAUNDRY MARKING MACHINES with automatic dating machines. Provides INVISIBLE, INDELEIBLE IDENTIFICATION. Complete with extra Transformers, Sockets, Ink pads, Ribbons and Ink. AL TOWNSEND, 731 West Genesee Street, Syracuse, New York. 9059-4

WE SHALL BE PLEASED TO HAVE YOU VISIT WITH US IN BOOTHS 514 to 517 INCLUSIVE AT THE A. I. L. CONVENTION IN BOSTON OCTOBER 28, 29 and 30, SO THAT WE MAY HAVE AN OPPORTUNITY OF GIVING YOU FULL DETAILS REGARDING OUR REBUILT MACHINES AS WELL AS THE NEW MACHINES WHICH WE MANUFACTURE. CUMMINGS-LANDAU LAUNDRY MACHINERY CO., 313 Ten Eyck Street, Brooklyn 6, N. Y. 9068-4

IMPERIAL LAUNDRY MACHINERY COMPANY, 345 Huron Street, Brooklyn, New York, EV-9-5585, has available American No-Trux 34" extractor with two extra baskets, purchased new 1945; Troy Streamline 8-roll ironer, new 1948; American 8-roll ironer, American 6-roll ironer, Ellis 54x180" 9-pocket stainless washer; American Cascade 48x94" washer; Troy 48x78" washer; American Tiltor shirt unit; Prosperity 4-girl unit and coal presser; Hoffman 48x90" tumbler; Huebsch 34x30" tumblers; Hoffman and American 48" and 60" extractors for laundries or cleaners; Hoffman 140-F unit used two months; American 30x40" Petroleum unit with filter, still, etc., brand new; Prosperity synthetic cleaning unit; DDE 60-pound synthetic unit; Columbia synthetic unit. 9069-4

For Sale: 1—American 44" long Zarmo-Bosom Press; 1—Troy triple head, both foot operated. 1—Huebsch Double Slicer. 1—Prosperity 5-lay elevator, air operated. Model Laundry Co., 2101 Avenue L, Fort Madison, Iowa. 9081-4

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ADAMS-AMERICAN RUG WASHER, 48" by 150", single pocket, belt-driven. Suitable washing other bulky articles. Located near New York City. ADDRESS: Box 9087, STARCHROOM LAUNDRY JOURNAL. -4

One 6-roll Troy ironer equipped with Sterling Speedrol Motor, asbestos pads, etc., in excellent condition. Replacing with larger ironer. Ambassador Continuous Towel Cabinet Company, 125 N. Mission Road, Los Angeles 31, California. 9093-4

6 Body presser, air, Shirt unit, foot operated, compressor and extractor. Justice Laundry, 406 East 65th Street, New York City. Telephone BU-14-1445. 9098-4

American 8 roll late type Streamline Flatwork Ironer, 120" rebuilt, equal to new, one year guarantee, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd St., Long Island City 1, N. Y. 9111-4

100" American 8 roll chest type Flatwork Ironer, Hamilton spring padding and vacuum, iron on both sides, return motor driven, rebuilt, like new; also, 100" American 41810 return feed 2 girl Flatwork Ironer, motor driven, completely rebuilt, one year guarantee. These machines very reasonably priced. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9112-4

American 4 roll 100" and 180" Standard Flatwork Ironer, motor driven, rebuilt, equal to new, one year guarantee, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9113-4

48" American and Hoffman Amico Open Top motor driven Extractors, completely rebuilt, equal to new, one year guarantee, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9114-4

180" American Standard 6 roll Flatwork Ironer, rebuilt, guaranteed one year, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9115-4

54x108" Troy Monel Metal Washer, 9 Y pockets, rebuilt, like new, original new price \$13,000, bargain price \$4,500, act fast. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9116-4

American late type 6 roll Streamline Flatwork Ironer, 180" Hamilton Spring Padding and Vacuum, rebuilt, equal to new, one year guarantee, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9117-4

48x94" American Master Cascade Monel Metal 2 pocket Washers, also 30x48", 34x34" and 34x24", monel, obtained from U. S. Gov't., practically new, bargain price. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9118-4

American Master Cascade Monel Metal Washer, 48x96", 8 pocket, 8 door, also 2 pocket and 4 pocket, motor driven, rebuilt, equal to new, one year guarantee, at bargain prices. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9119-4

American 50" extra deep Extractors, monel baskets, also 28", 36" and 30", obtained from U. S. Gov't., like new, one year guarantee, bargain prices. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd Street, Long Island City 1, N. Y. 9120-4

American Blanket Washer, 48x48", Hy-Lo, 2 speed, monel metal, excellent for blankets, silk and small lots. Very reasonably priced, condition like new. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd St., Long Island City 1, N. Y. 9121-4

Troy Trojan Monel Metal Washer, 30x48", 2 pocket, machine brand new, motor driven, equipped with all safety features, very reasonably priced. WILLIAMS LAUNDRY MACHINERY CO., Inc., 37-16 82nd St., Long Island City 1, N. Y. 9122-4



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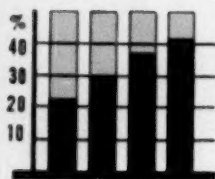
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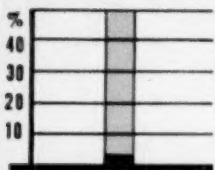
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For brighter, cleaner bundles . . . for more efficiency in your washroom . . . you just can't beat PENSAL. Find out for yourself—give it a try!

#### LAUNDRY TIPS

When soap must be piped to the washroom, do not use more than 1 lb. of soap for each 4 gal. of water in the soap tank. Otherwise, too far much 1 gal. of these products are needed, clogging and pipe stoppage may result.



laundry and dry cleaning products

Pensal • Perchlor • Penazone • Erusticide • Erusto  
Sols • Erusto Blues • Quaker Blue • Quaker Improved  
Chlorinated Lime • Erustalin • Erustisol • Erusto Solvent  
• Erusto Filter Soap • Erusto Synthetic Solvent Soap •  
Erusto-Catic • Erusto Oil, Paint and Grease Remover •  
Erusto Dry Spotter • Erusto Wet Cleaning Soap •  
Erusticator • Erusto Pre-Spotter • Erusto DOT Emulsion  
• Erustolox—Trade Marks Reg. U.S. Pat. Off. (Also:  
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Dear Sirs:

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"How to Conserve Washroom Supplies."

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